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BUYING REVIVES WITH IMPROVED CROP PROSPECTS

A Different Sentiment is Reported From the West

EAST BACKWARD

Cold Weather Has Delayed Growth But Recently There Has Been a Marked Improvement

Crop prospects are the big factor in the business situation. And these prospects are generally satisfactory. A bumper yield is in promise in the West; conditions in Ontario are improving rapidly after a late start and the same is true of the Maritimes where the spring has been even more backward. The effect of the outlook on the buying sentiment in Western Canada is indicated by a report from a staff representative of THE FINANCIAL POST from Regina in which he says that a motor dealer told him that the day following the first of the recent rains he was deluged with telephone calls from outlying farmers stating that they would take "that car" now. Perhaps the dealer was exaggerating; undoubtedly, too, it would be better if Western farmers would meet their obligations before buying motor cars—but as to the effect on buying sentiment there can be no doubt.

For many years at least conditions have not been better in Western Canada as a whole. Crops in the southern and western parts of Ontario shape up well. In eastern sections serious difficulties are promised owing to the recent heavy rains. In many sections buckwheat will be the main spring grain crop. In some parts large areas are reported as still under water. In others much reseeding of corn will be necessary.

Fruit in south and western Ontario has an excellent set, though in some sections the strawberries need rain. The far western portions of the southern part of the province have had the desired rains. Fall wheat is promising. Spring grains are not as far advanced as others but this lateness is not serious. Clover is excellent, but pasture and hay are somewhat short and farmers have been delayed in getting their cattle out to pasture. Livestock is up to normal. The drive to weed out scrub sires among cattle, sheep and pigs is being taken up vigorously in several counties. Success is being achieved.

In the eastern section the season is much later than the West. There is two weeks between the seasons in, say, Essex and Dundas, with the section around Toronto coming in between. Flat lands are particularly late. In large sections no spring wheat has been planted and as fast as areas dry up farmers are sowing buckwheat. Stocks of this seed are running low in some sections. Corn crops, as well as beans, have been delayed in many sections while in others where the corn has been planted, reseeding will be necessary. However, the general advice from the section is that there is no real cause to feel gloomy. There is nothing to really discourage the farmers, who are experiencing the first temporary setback they have had in some time.

According to the preliminary estimates of the Dominion Bureau of Statistics the area sown to wheat in Canada for 1923 is 22,165,100 acres, as compared with 22,522,693 acres, the final estimated area for 1922, and with 18,545,863 acres, the annual average for the five years 1917-21. The area to be harvested of fall wheat is 885,500 acres, as compared with 892,569 acres in 1922, and the area under spring wheat is 21,279,600 acres, as compared with 21,530,124 acres in 1922. The total area under oats is estimated 14,410,000 acres, as compared with 14,541,229 acres in 1922. Barley shows 2,556,200 acres, as against 2,105,367 acres last year, rye 2,045,900 acres, as against 2,105,367 acres; peas 179,600 acres, as against 189,890 acres; mixed grains 778,900 acres, as against 779,800 acres. The area under hay and clover is estimated at 10,160,600 acres, as compared with 10,001,667 acres in 1922, alfalfa 314,600 acres, as against 305,933 acres. The area planted or to be planted with potatoes is 652,200 acres, as against 683,594 acres last year, a decrease of 31,394 acres, or 5 per cent.

The area estimated as sown to wheat in the three prairie provinces is 20,995,700, as compared with 21,223,448 acres in 1922, a net decrease of 227,748 acres, or one per cent. In Manitoba the acreage shows a decrease of 218,556 acres, or 7 per cent., and in Saskatchewan a decrease of 123,297 acres, or one per cent., but in Alberta there is shown an increase of 114,105 acres, or one per cent. The area under oats is 8,518,000 acres, as compared with 8,564,212 acres in 1922, under barley 1,954,000 acres, as compared with 1,983,292 acres, rye 1,876,000 acres as compared with 1,926,117 acres.

The Canadian Pacific Railway reports gross earnings for the first week of June amounting to $3,189,000 as compared with $3,061,000 for the corresponding period in 1922, an increase of $128,000.

Labrador Gold Fields One of Worst Steals

A representative of THE FINANCIAL POST while in the Maritimes went to St. John's, Newfoundland, to make some enquiries in regard to Labrador Gold Fields.

"Twenty solid business men told me it is one of the worst steals ever put before the public," is his report. He adds, "they say it will be outside suckers they will get, as they could not sell $1 worth of stock here in St. John's."

THE POST has steadily advised against this wild gamble.

DIFFICULTIES ARE STILL MET RE SALES TAX

The Lumber Industry is Typical—Bill Delayed

From Our Own Correspondent.

OTTAWA.—It is not by any means all plain sailing in connection with the working out of the operating details of the new six per cent. sales tax. Deputations from a number of industrial groups have been to Ottawa demanding consideration of their particular cases and the result has been that, although some of the difficulties were disposed of by the second resolution of the Minister of Finance, there have been others raised of such a character that the bill to put the proposals into effect has been delayed.

The difficulties being encountered would seem to indicate again that there is a lack of expert advice available to the Minister of Finance in the framing of the budget and that a permanent advisory board on tariff and taxation matters is becoming more and more necessary. These difficulties promise to involve rulings in various industries for some time to come, although eventually there should be less objection to the application of the single tax at the source of manufacture than the old arrangement under which there was considerable pyramiding.

The lumber industry is one of those which presents typical difficulties in deciding just where the source of manufacture is. In this industry the mills frequently sell "run of mill" which means a blanket price for various grades of lumber. Now if this is sold to a jobber with a license there would be no tax, but if sold to a jobber without a license the tax would apply. Then in the case of the lumber sold without tax, the tax would apply when manufactured into doors, sash or other products. The manufacturer would be at a great disadvantage on price as compared with the builder who would buy from a jobber and pay the tax on the basis of "run of mill lumber." Or again, how would the rebates be arranged if the jobber paid on the price he paid for "run of mill" and then sold various grades at a wide range of prices?

Experience with the sales tax teaches that it is effective in raising revenue but that any general tax of the kind involves great difficulty in making adjustments to a great variety of industries and businesses.

Many Idle Shipyards and Boats in Canada

From Our Own Correspondent.

MONTREAL.—One needs but take a trip by day down the St. Lawrence River from Montreal to Quebec to realize the seriousness of the war's aftermath in shipping. Fine shipyards stand idle; yards that were built under the exigencies of war conditions, that served their purpose and now seem to have no useful function left. Ocean and coastal freighters for which there is no present need are awaiting cargoes that may never come. Five steel freighters of the government's line are anchored together near Montreal, at rest.

A Canadian shipyard turned out a cargo boat the other day at a cost of about $225,000, the directors having in mind the provision of work for the men at the plant rather than the profits on the boat. About the same time, the group of men behind this shipyard, who are connected with another large industry, brought a boat out from Scotland at a cost of about $150,000 that was finer and better in nearly every respect than the one they built at $225,000.

Workers Coming Back From United States

Industrial centres in Western Ontario which felt the exodus of workers to the United States where they were attracted by high wages, now note a changed condition, in that there is a tendency for these workers to return. A representative of THE FINANCIAL POST reports that in a number of instances families are coming back and preparing the home for the return of the working head of the household who sees the end of his job in the early future. There are evidently those who foresee that high wages in the States were only temporary as well as those who have already returned because they found that other things offset the temporary big pay.

PUTTING PRICE ON PREFERENCE IN THE EMPIRE

Preferred Treatment of Canadian Wheat Suggested

COMING CONFERENCE

Ottawa is Asked to Send Practical Business Men to Represent Canada at Imperial Gathering

A price preference as the policy to be followed by Canada in Imperial relations was determinedly expressed and reiterated at the annual meeting of the Canadian Manufacturers' Association in Toronto this week. Resolutions were passed urging upon the government the importance of having Canada represented by experienced practical business men at the Imperial Economic Conference to be held in London next October. The tenor of a number of forceful addresses was that Canada should receive consideration in kind for preferences granted towards British goods, especially when this is done at the expense of Canadian industry and the idea advocated by Hon. E. J. Davis, that Britain should adopt a preferential tariff of, say, 5 per cent. on wheat and other foodstuffs, not imported from the British dominions, was heartily applauded.

The idea that Canada should bargain for reciprocal concessions in the granting of Empire preferences was advanced by J. R. Shaw, the president, in his annual address; it was recommended also in the report of the tariff committee, read by Jos. Picard, Quebec, and it was endorsed with emphasis by a number of speakers in discussing the report prior to its adoption. The report intimated that extension of the principle of preference could be expected to follow the Imperial Economic Conference, referring in this connection to the preferential arrangements which have existed under such conferences in the past since 1887.

The opinion of the convention strongly favored the selection by the government of delegates to the Imperial Conference who would have a knowledge of Canadian industrial and general business conditions which would enable them to exact concessions for Canada for anything granted in the way of preference. In this connection it was also urged upon the incoming executive of the Association to consider either lending financial support to the Canadian Chamber of Commerce in London or to establish an English office of the Canadian Manufacturers' Association to work in conjunction with the former body. It was explained that the Chamber was composed of energetic business men working in a practical way in the interests of Canadian trade and general development.

British Market Protected

Pleas for special consideration were heard from the textile and musical instruments industries. The former declared strongly against the increase of the preference under the Fielding budget while the latter raised the point with regard to British duties and embargoes which had the effect of entirely cutting off the export trade to Britain of Canadian manufacturers. For the textile industry it was argued that the prospects were that many plants would be closed under the new tariff proposals; why, it was asked, should a reduction be made of this character by the Minister of Finance when he was willing to consider the imposition of new protective tariffs where industries were in prospect?

More Facts Concerning Anti-Capitalism at University

THE FINANCIAL POST has been drawn quite unexpectedly into controversy with Toronto University authorities. It all arose out of our endorsement of the statements by Mr. Gibbons that anti-British and anti-capitalistic influences were at work in Canadian colleges, particularly among the 5,000 and more Canadian boys and girls assembled there from all parts of the Dominion. Back of that was the visit of Professor Scott Nearing and his enthusiastic endorsement by Professor Dale of Toronto University and the attempt later to install Professor Dale in an important city position, where, in the opinion of the Mayor and a majority of the council, he might spread the Nearing anti-British ideals among the masses of unthinking, poor families into contact with whom his work would bring him.

Sir Robert Falconer, the President of Toronto University, did not think there was any truth in these statements; no doubt by this time he has gained some knowledge of the situation. The chairman of the university governors, Sir Edmund Walker, however, regards these activities as of no interest and which should not be listened to; and he is endorsed by Mrs. Andrew Glenn, the well-known pacifist, who assures the public that stories of anti-capitalistic meetings in Canadian universities are mythical.

It may be that the matter is "nonsense" as Sir Edmund calls it But may we say that the evidence of its seriousness is so strong that a number of other eminent men have found it necessary to devote some of their time and energy to combating it—men like Nicholas Murray Butler, President of Columbia; Samuel Gompers, the great Labor leader, and Elihu Root, the ablest man in United States public life. Many others may be given if necessary. In Canada, W. A. Dowler—son of a distinguished Irish clergyman and himself an old graduate of Victoria, the Methodist college allied with Toronto—is one who has been engaged in similar work and a great loyal Canadian like the Roman Catholic Bishop of London, M. Fallon—of whose earnestness there could be no doubt when he said with deep emotion, "If they would only take foreign influences out of Ireland, the Free State would be the happiest country in the world." It is the same influences that are working in Canadian colleges. To these witnesses may be added that it was a distinguished Englishman, a graduate of Cambridge, who lifted the lid on a few of Scott Nearing's disloyal activities.

Mr. Gibbons, in exposing the far-reaching anti-British, anti-capitalistic work going on insiduously in Canadian colleges, has performed a great national service. The Toronto Telegram, THE POST is informed by men whose duty has been to know what is going on below the service, has blocked one of the most dangerous developments attempted among Canadian citizens. They will not stop these activities but, having warned the students and the parents, they have gone a long way in checking their progress. No doubt both have much information in reserve to be used in future when further efforts are made to weaken national sentiment and national development. In the meantime, may we repeat the general warning, based on authentic information, which has been made public: First, that main branches of anti-capitalistic clubs have been secretly formed in Montreal, Toronto and Winnipeg colleges and delegates have attended a meeting of a central body in the States. One was recently in process of organization at Edmonton.

Second: That a meeting of students of foreign birth and descent was called and addressed by a foreigner and a secret anti-British organization was formed. A number who were invited, on learning the object, refused to take part. Sons of Germans who settled here a generation or more ago showed themselves vigorously opposed—as the great majority of them did during the war—to any disloyal activities.

Third: That a man active in Toronto University affairs was the medium through which foreign money was contributed to anti-British propaganda.

Fourth: That a meeting of picked students from the various Faculties and allied colleges was called by an official of the University to meet a German-Russian, who explained that he was organizing the young men and women in the colleges of Canada and the United States for "independent thinking," with the object of "combating capitalistic influences." They have some convincing speakers, he said, whom he proposed to send to promote these policies—Scott Nearing being one of them. He cautiously felt out his little gathering to know how far these speakers might go before being stopped by the government or university authorities. He undoubtedly traded on his name and the great wealth associated with the family in England, but as a matter of fact, he does not belong to the family and his financing is done by two German-Americans, one of whom was caught in such disloyal activities during the war that Theodore Roosevelt found it necessary to expose him publicly. It is known that he made several other visits to Canadian colleges and succeeded in forming a number of students clubs to promote these ideals. This is the usual course followed in English and United States colleges. They seem to have flourished more at Oxford than elsewhere, where they began work long before the war. A number of such clubs would come into existence, all of them dominated from the same foreign source, but having no local connection. Leaders are picked after careful investigation, as to personal characteristics and tendencies. They range from free-love groups of boys and girls to those with so-called high intellectual ideals. We feel sure that this information will shock the great mass of our readers, who will find it difficult to believe, but what has been published touches only the edge of things. The charming young man who has been organizing students of Canadian colleges to combat capitalism has followed his visit with the distribution of literature, which has been well received by many of the students, high-minded students who have no idea of the real objective of the movement. One of his associates and contributors is so radical in sex questions that some of his writings dare not be translated into English. Yet about six weeks ago our young German-Russian friend distributed by mail among students of Canadian colleges an article by this man so vicious as to render any Canadian trade unionist found with it in his possession liable to immediate arrest.

HIGH GRADE BUTTER FOR EXPORT TRADE

Inferior Quality Will Not Satisfy Fastidious Buyers of British Market

From Our Own Correspondent.

REGINA.—To capture the British trade, Canadian dairymen must put up for export a uniform butter of high quality. This is the statement of two Old Country produce magnates who have just visited Saskatchewan. One is Sir Thomas Clement, formerly controller of butter and cheese in the war-time British Ministry of Food; the other is James Gillanders, who does a large distribution business in the principal cities of the United Kingdom. Sir Thomas negotiated with one large butter producing concern, dealing only in the "creamery" product, for one million pounds to be delivered later in the season. The deal in this connection has not yet been closed. Mr. Gillanders also admits that he is looking for a good source of supply for particular butter.

Both Sir Thomas and Mr. Gillanders were emphatic about quality butter for the British market. English, Scotch and Irish people, they stated, were very fastidious about butter. In 1920, 1921 and 1922 a considerable quantity of butter from small dairies in Canada had been shipped to Great Britain. This butter was of inferior quality, color or taste and it created a very unfavorable impression.

Last year, however, creamery butter was forwarded from Saskatchewan and proved popular because of its uniformity and high quality.

According to the British magnates there is always a very large market for Canadian dairy products in Great Britain providing they are up to the standard set by New Zealand for the trade in the motherland.

Both of the experts in question stress the fact that in exporting, the package, packing, handling, shipping, storage and transportation charges are just as high for the low-class goods as the high.

Tourists Mean More Wealth to B.C. Than the Fisheries

The Remarkable Development of a New "Industry" Through a Progressive Advertising Campaign in the United States

Special Correspondence.

VANCOUVER. — At the annual meeting of the Vancouver Publicity Bureau the reports presented showed a remarkable growth in this new industry of the coast province. The money left in the city by tourists amounted to over $20,000,000 which is in excess of the money brought in by the fishing industry, which yielded some $16,000,000. The fishing industry is one of the oldest industries on the coast and has been a very profitable one for a generation. Its value has been realized for many years and it has received assistance from the Dominion and provincial governments, who have devoted the efforts of many technical men to the regulation, protection and increase of the yield from the waters.

It is hard for the business man to understand that the tourist business, with practically no government assistance, has already become one of greater revenue-producing value than the old one of fishing. Vancouver had last year some 700,000 visitors who came mainly from the Pacific Coast States, the prairie provinces and the Orient and the eastern Atlantic States of America. The number of motorists showed an increase of some 42 per cent. over 1922—some 30,000 American cars visiting the city.

The figures from various States are another demonstration of the power of community publicity, as the increase from California which had been the subject of a special campaign by the Bureau, was some 52 per cent., much higher than that from other States nearer at hand and greater, too, than the increase throughout the rest of the province.

This augmenting of the number of motor visitors has resulted in many preparations being made by the communities to take care of them. A new motor ferry has been launched by the Canadian Pacific Railway, additional tourist camps are being equipped, tea houses, new hotels, are under way, and special arrangements to handle the visitors have been instituted by the traffic department.

In speaking to THE FINANCIAL POST, Mr. J. R. Dawson, manager of the Vancouver Publicity Bureau, who has directed the campaign for several years, says:—

"With assistance from the governments or the people, such as is given to the major industries of this

(Continued on Page 13)

MORE MOISTURE THAN WEST HAS KNOWN IN YEARS

Cheerful Reports From All Sections of the Prairies

GROWTH IS RAPID

Late Start is Being Rapidly Overcome by Ideal Conditions—Little Damage Done by Storms

By E. CORA HIND, Commercial Editor, Manitoba Free Press.

WINNIPEG. — The mid-June crop report of the Manitoba Free Press, issued this week, is a cheerful document and while the height of the wheat and the small percentage as yet in the shot blade indicates that the season is later than usual, other conditions are so favorable that the feeling will be general that this loss of time, which possibly amounts to one week, is not a serious handicap. These reports are elaborately tabulated and the column devoted to remarks on the crop conditions carries over and over again such phrases: "Prospects very promising," "Crops never looked better," "Prospects best in years," "Best outlook since 1915," "Conditions very good," "Exceptionally favorable," "All crops coming fine," "Conditions ideal," "Ideal growing weather."

The portion of the report that attracts most attention, however, is that headed: "Moisture," the repetition of the word, "Plenty," being almost monotonous. With the exception of a few odd spots the prairie west is better wetted down than it has been for years. Many correspondents going into detail show the depth to which moisture has penetrated on the virgin prairie, to say nothing of cultivated lands.

Of the 325 points queried, 270 replied, of these 82 were in Manitoba, and of that 82 only eight expressed any desire for rain. In Saskatchewan 124 points were heard from and out of these only two expressed a desire for rain. In Alberta, of 63 points heard from, only one expressed an actual need of rain and a few others indicated that, while not suffering, rain would be welcome. There has been no such general supply of moisture since 1915.

It is early for the wheat to be shot even when the seeding season has been earlier. However, there are points that report a heavy percentage in the shot blade. For example, Altona, Manitoba, reports 75 per cent. wheat in shot blade; Boissevain, 60 per cent.; Rose Isle, 50 per cent. In Saskatchewan, Bromhead reports 75 per cent. of

(Continued on Page 9)

Ames, Holden, McCready New Shares Ready Soon

From Our Own Correspondent.

MONTREAL.—The last step in the Ames, Holden, McCready re-organization will be taken in the next two weeks when preferred stockholders in the old company will be asked to send in their certificates for exchange into new stock.

For each four shares of preferred stock now held they will receive one share of no-par value common stock in the new company. Bondholders have already received their new holdings.

FEATURES

Canada Needs "Big Interests" for Prosperity	2
How Principle of Preference Has Extended	2
Annuities Best as an Industrial Pension Scheme	3
Flour Mills to Build Elevators on the Prairies	3
Tendency of Market Prices Seems to be Upward	4
Jamaica Public Services Control to Remain Here	5
Montreal Tramway Minority Would Oust Robert	6
Nickel Output Jumps Almost to Million Dollars	6
Dome's May Costs Lowest in Mine's History	7
History Poves it Unsound to Fix Interest Rates	8
Bankers' Association Says Merchants Bank Defied the Act	8
Will Banks Use Direct Selling to Get Deposits?	9
Why Banks Must Prevent Loans From Freezing	9
Whole Railway Freight Traffic is Bundle of Discrimination	10
Long Chase Necessary to Get Data for Inquirer	11
Investors Show Little Interest in Bond Market	11
Tax Raising Bodies Are Spending Too Heavily Yet	12
Montreal's Metropolitan Commission Has Improved Affairs	12
Westmount Plans All Expenditure Five Years Ahead	13
Insurance Trust Plans to be Introduced in Canada	14
Manufacturers Discuss Increasing Fire Losses	14
May Building Shows Easing Tendency—Decline in West	15
U. S. Farmers to Reduce Acreage and Raise Prices	16
EDITORIAL	
Charitable Societies Getting Away from Functions—Tourist Traffic Means Big Money in Trade—Going Behind—The Globe Suppresses Some Facts—Where the Profits Go	19

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CANADA NEEDS "BIG INTERESTS" FOR PROSPERITY

From Days of Hudson's Bay Co. Big Business a Benefit

SOME BENEFITS

President of C.M.A. Would Raise Tariff Duty on American Goods and Bargain for British Preference

By J. R. SHAW,
President Canadian Manufacturers Association.

"Big Interests" is a term of reproach that is still directed against manufacturers from time to time. It is a senseless expression, given a sinister meaning. It seems that any group of men who secure some capital and begin to turn raw materials into saleable products, immediately attract the enmity of certain elements in the population. It has been so throughout Canadian history. The Hudson's Bay Company was called a "Big Interest." But it went steadily on developing the country and has recently celebrated its 254th anniversary. Surely it has been a constructive and beneficial influence in Canada. The Canadian Pacific Railway is one of the world's great business enterprises, but it was and is the object of innumerable attacks.

Does not Canada need more "Big Interests" or any kind of "Interests" that will help to bring in capital, provide employment and increase trade and should they not be encouraged instead of persecuted? They will make money, it is true, but they will not be able to keep much of it for themselves—it will be paid out in wages, for taxes, for materials, for insurance, for freight. for interests, for dividends, for rent and for other expenses necessary to the conduct of modern industries.

When the word "tariff" is mentioned in Canada there is a tendency for us to arrange ourselves in two camps. We begin to talk either "free trade" or "protection." All the old arguments are brought forth and about the only result of the controversy is that both sides remain more firmly set in their opinions. Can we not discard the methods of the debating society, and get away from theories, arguments, and debates, and deal with conditions? Let us approach the tariff question, not as free traders or protectionists, but as Canadians who recognize that their country is in a difficult situation, and that a way must be found to relieve it.

Perhaps the most distinguished characteristic of the British people is their common sense, their recognition of facts and their capacity for dealing with practical conditions instead of theories. They do not care whether they are consistent or not. Within the last two hundred years the people of the United Kingdom have been high protectionists, moderate protectionists and free traders, and now they are again adopting measures of protection. They examine conditions and ask,—"Does the country need a tariff?" If it does they provide one. If it does not they remove duties. This should be our attitude also. Canadians generally agree that under existing conditions there must be a tariff of some kind to raise revenue and to assist in developing the country. They may differ as to the rates of duties and the articles on which duties should be imposed.

The Short End of It

In determining a tariff policy it is necessary to consider trade relations with the United States. Geography makes it inevitable that the two countries will trade with each other and it is most desirable that they should do so, but it is very much our concern to see that Canada does not get the short end of the arrangement. We have always had the short end of the bargain to date and it is getting shorter every year. In 1896 we bought $58,000,000 worth of goods from the United States and sold them $44,000,000. In 1913 we bought $441,000,000 and sold them $167,000,000. In 1921, the high-water mark, we bought $856,000,000 and sold them $560,000,000. Last year we bought $515,000,000 and sold them $304,000,000. 52 per cent. of our total imports came from the United States in 1896. This percentage rose to 81 per cent. in 1918, and is now about 67 per cent. The percentage of our total exports which go to the United States was 37 per cent. in 1896 and is now about 40 per cent. Our sales are proportionately little more than they were twenty-seven years ago, while our purchases have increased greatly in proportion. The new United States tariff aggravates this situation, as it practically excludes many Canadian products from the United States and decreases the sale of other products. Farmers have suffered heavily, especially in the Prairie Provinces, and also the fishermen of the Maritime Provinces because the sale of their fish to the United States has been restricted. The power vested in the president under the new Tariff Act of the United States enables him to raise the tariff still further and shut out more of our goods.

A Policy of Self-Interest

This is not a criticism of the United States. In one sense, it is a compliment. They realized the world situation two years ago and raised their tariff. With what results to their own people? To-day their industrial plants are busy. There is no unemployment. Many of our people have gone there to get work. Some condemn all this as a boom but we would be very glad to see times as good in Canada .

When the United States seized the

(Continued on Page 15)

Dumping Clauses Should Apply on German Goods

Under the law passed last session of parliament, German goods must be appraised for duty purposes at not less than the fair market value of similar goods as made and sold for home consumption in the United Kingdom. But such appraisal of German goods does not render special or dumping duty applicable. An illustration is that of fabric gloves. In a representative line the selling price of the German gloves is $2.00. The cost of manufacture of similar gloves in the United Kingdom is $4.00. But the assessment of regular duty, without dumping duty, on German gloves, based upon the fair market value of like gloves as made and sold for home consumption in the United Kingdom, still permits these gloves to be laid down in Canada at less than the cost of production in Canada and also at less than the cost of production of similar gloves in the United Kingdom. If, however, dumping duty were applied, the British and Canadian industries would be placed on a fair basis for competition in Canada with German industries.

KEEPING EMPLOYEES FIT FOR THEIR WORK

Preventative Medical Service Being Successfully Used in U.S. and England

In Great Britain and the United States much valuable work has recently been done in investigating the time loss in industry due to sickness among workers. Careful investigation in Great Britain over a period of years has shown that the time lost through sickness was exactly five times the amount of time lost through accident. To give one concrete example, the total loss of time of 1,200 men engaged in heavy work in a certain district amounted, from all causes, to 10.5 per cent. of possible working hours; over one-half of this or 6.6 per cent. was due to sickness. Again, careful statistics have been prepared which go to show that an average of 2.5 per cent. of all United States workers is always unproductive through sickness. If this holds true of Canada it would mean that some 25,000 to 30,000 wage-earners were totally unproductive every year.

In these circumstances it is instructive to note that where a system of preventive medicine or industrial medical service has been introduced the most striking results have been achieved. Thus, one American public utility corporation reports after two years of industrial medical service, that the average sickness per man per year was reduced from eight days to a little more than four days. Again, a Canadian company, in one year reduced the average lost time through sickness from 6.5 days per man per year to 2.92 days.

This preventive medical service is carried out by the employment of doctors who head off the disease and keep the worker fit. The value of such service is being more and more recognized in the United States and Great Britain and the Industrial Relations Committee of the C. M. A. believes that the advantages should be carefully considered by Canadian employers.

CAR SHORTAGE NOW SERIOUS IN EAST

More Cars Should be Provided for Freight—For International Commission

That the car shortage in Eastern Canada is serious and that large quantities of lumber, paper and wood pulp are prevented from free movement owing to difficulty of securing transportation facilities is brought out in the annual report of the Transportation Committee of the Canadian Manufacturers' Association. From reports received from the Railway Association of Canada it is indicated that the total cars on Canadian lines were 182,585 on May 1, this year, while this figure was 200,748 on May 1, last year. With the increase in traffic this situation appears serious and, when coupled with the bad order car situation as reported from the same source, it would appear that early action should be taken to provide more cars. The matter has already been brought to the attention of the Railway Association of Canada.

The Interstate Commerce Commission has been conducting an investigation into express rates in the United States and the proceedings are being closely followed in Canada. In some respects the situation in Canada is similar, especially insofar as long haul traffic is concerned, on which it is felt that the present express rates are too high to permit the free movement of traffic.

The Transportation Committee has further considered the question of amending the present receipt forms so as to conform with the receipt applicable in the United States and on business from the United States to Canada. At the present time the limit of liability of receipt is stated at $50 per shipment, whereas the United States receipts provide $50 for shipments weighing up to 100 lbs. and 50 cents a lb. for shipments weighing over 100 lbs.

The committee is of the opinion that there should be closer co-operation between the Board of Railway Commission for Canada and the Interstate Commerce Commission of the United States in all international matters pertaining to transportation charges. A commission composed of members from existing boards to hear any question respecting these matters has been suggested, reports to be made to the respective commissions for decision.

HOW PRINCIPLE OF PREFERENCE HAS EXTENDED

Trend Must be Expected to Continue in Future

That the principle of preference in the British Empire has been discussed for many years and has been steadily extended is pointed out by the tariff committee of the Canadian Manufacturers' Association which adds that it is obvious that the policy is gaining strength among the various countries of the Empire which apparently believe that if wisely applied it should benefit all concerned. The committee feels that preferential tariff arrangements should be bargains, that is Canada in each case should receive a preference in return for preference. Emphatic protest is made against further extension of any preference at the expense of Canadian industry. For example it is pointed out that British wages are much lower than Canadian wages but British industries operate under lower production costs generally, they have long experience in exporting, and they have the advantage of ocean freight rates as against trans-continental railways. The duties imposed on manufactured goods imported into Canada from the United Kingdom under the British preferential tariff are now too low is the opinion of the committee and any further reduction in these rates would simply add to the injury already done to Canadian industry through the tariff reductions made during the last two years.

History of "Preference"

Preference was an established principle of the older Imperial policy of England from the beginning of colonial enterprise until the free trade era, and the first tariff preferences were granted to the colonies as long ago as the reign of James I. With the progress of the free trade movement, the old preferences were abolished contrary to the wishes of the Colonies. The desire for the re-adoption of preference in a form adapted to modern conditions and arranged on a reciprocal basis has found formal expression at successive conferences between British and Colonial statesmen from the year 1887.

In 1884 Sir John Macdonald declared, "a union for the purpose of defence and trade" to be in his judgment the true Imperial policy.

The first Colonial Conference was held in 1887 and a proposal was made for preferential trade within the Empire but nothing came of it owing to the opposition of Great Britain, which was then following the free trade policy.

The second Colonial Canference was held in 1894 and unanimously adopted resolutions in favor of the removal of treaty obstacles to colonial preferential arrangements with the United Kingdom and favoring an inter-Imperial customs arrangement.

In 1897 the Canadian Parliament adopted the Reciprocal Tariff which conceded reduced rates to countries granting favorable rates to Canada.

The third Colonial Conference was held in 1897 and unanimous recommendations were passed in favor of the denunciation of treaties hampering commercial arrangements between Great Britain and her colonies.

In 1898 the Canadian Reciprocal Tariff was changed into a specific British preferential tariff. The preference was increased to 25 per cent. and confined to the United Kingdom and reciprocating British colonies. In 1900, the preference granted by Canada was increased to one-third.

The fourth Colonial Conference was held in 1902 and Canadian Ministers made a formal offer of reciprocal prefence to the British Government. The Conference unanimously passed resolutions declaring that the adoption of the principle of preferential trade between the United Kingdom and the Dominions beyond the seas would strengthen the Empire; recognizing that a system of inter-Imperial free trade was impracticable and calling upon such colonies as had not already adopted a preferential policy to do so.

In the following year New Zealand and South Africa adopted preferential tariffs.

In 1906 the new Canadian tariff instituted a special "intermediate" scale of duties to provide a basis of negotiations with foreign countries.

The fifth Colonial Conference was held in 1907 and the preference resolutions of the conference of 1902 were reaffirmed by all the Dominions. The United Kingdom, however, declared that it was "unable to give its assent, so far as the United Kingdom was concerned, to a reaffirmation of the resolutions insofar as they might imply that it is necessary or expedient to alter the fiscal system of the United Kingdom."

In the same year Australia adopted a preferential tariff.

The sixth Colonial Conference was held in 1911 when a resolution was passed calling upon the British Government to open negotiations with all foreign countries concerned to secure freedom of action in respect of British commercial treaties with foreign countries.

In 1915 the British Government imposed duties on certain imports.

In 1917 the Imperial War Cabinet, representing all the governments of the Empire, "unanimously accepted the principle that each part of the Empire, having due regard to the interests of the Allies, shall give specially favorable treatment and facilities to the produce and manufactures of other parts of the Empire."

At the Imperial Conference of 1918 a resolution was passed by all the countries of the Empire, including the United Kingdom, affirming "the principle that each part of the Empire, having due regard to the interests of our Allies, shall give specially favorable treatment and facilities to the produce and manufactures of other parts of the Empire."

In the same year the British Government put itself into line with the Governments of the Dominions and decided to give a preference on any duties now existing or to be subsequently imposed.

In the Budgets of the United Kingdom of 1919, 1920, 1921 and 1922 the principle of preference was confirmed.

In 1921 the British Parliament passed the Safeguarding of Industries Act, imposing duties on key products with Empire preference and giving power to the Board of Trade to impose duties on "dumped" imports.

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Rest and Undivided Profits, Oct., 1922	1,403,735
Deposits, Oct., '22	40,265,016

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RESERVE FUND	$50,000,000
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TECK-HUGHES IN MAY

Teck-Hughes in May shipped bullion valued at $103,300, a new production record. It is estimated that net profits approximate two-thirds of gross, and on this basis May net should stand about $70,000. For the preceding months gross has averaged around $88,000.

ANNUITIES BEST AS AN INDUSTRIAL PENSION SCHEME

Were Recommended to Employees in Address to C.M.A.

NOT ADVERTISED

President Shaw Suggests That Government Department Should Push Annuities by Advertising

"Government annuities are not properly advanced and pushed before the people. It is a wonderful thing, but like all good things of the government, it has had but spasmodic advertising. We recommend that they advertise it in a business way like a business house would."

Such was the remark of President John R. Shaw, of the C. M. A., after S. T. Bastedo, superintendent of Dominion government annuities, had advanced the government annuity system before the C. M. A. annual meeting as the most desirable form of industrial pensions.

Mr. Bastedo, in advancing his case, touched on the many difficulties that have been encountered in devising a pension system. He declared that in both Canada and the U. S. A. the pathway of industrial concerns which have attempted to operate such schemes on other than an actuarial basis is strewn with failures. It required but a few years of operation to demonstrate their inadequacy. Even so well managed an organization as the United States Steel Corporation, with a fund to begin with of $12,000,000, established jointly by the corporation and Mr. Andrew Carnegie, after five years' practical experience found it advisable to change their superannuation plan to one on a reserve basis.

Stop Labor Turnover

Labor turnover has been a big stumbling block; in fact, Mr. Bastedo termed an employer's nightmare, the changes during the first few years of operation. He expressed the belief that the introduction and operation of the government system of providing for their retirement when their day's work is done would go a long way to put a quietus on this practice. He also believed that the adoption of the system would promote closer relations between employer and employee, and would do much to secure that continuity of service so necessary to the successful operation of any industry and, therefore, would be in the interest of both employer and employee alike.

Mr. Bastedo declared that government annuities are not an experiment; results are certain. The benefits are calculated on what is approximately a 5 per cent. compound interest basis. It has the security of the whole of the Dominion of Canada behind it. It would be free from all cost of administration, which would be borne by the government. There are no forfeitures. If for any reason payments are interrupted, they may be resumed at any time, and if not resumed the annuitant will receive at the date fixed for the contract to mature such annuity as the payments made will purchase. The annuity cannot be alienated or anticipated. It cannot be seized or levied upon by the process of any court. The contract is not transferable, so that no matter what pressure may be brought upon an annuitant he cannot be deprived of his annuity. It is positively the only plan of saving which will enable a man (or woman) to spend his capital as well as his income without his income becoming smaller no matter how long he may live, and it is only by such a system of investment that a wage-earner may expect to provide a competency for old age. Another important consideration is, that the contract, being with the government, the employee will have no cause for anxiety about the payment of the annuity when it becomes due, and no matter where he may reside or how long he may live the annuity will be paid to him every month.

$5,000 the Limit

An annuity of any amount from $50 up to $5,000 may be purchased to begin at any age desired. The age fixed will probably be the age when the employee may be expected to be no longer able to render a fair day's work for a fair day's pay, or when he may naturally wish to be relieved from arduous toil, usually at 65. But the time of retirement will probably have to be determined by the nature of the work engaged in, men in some occupations being, as is well known, old at 55, while in others a man may be able to render useful service even up to 70.

In the plan of purchase it was suggested that a contributory system should commend itself to employer and employee. In that way the employer would be free from any suspicion that he had some ulterior object in view in advocating the plan, and the employee would appreciate to a greater extent that which had cost him something to obtain. He could authorize his employer to deduct from his weekly wage his share of the amount ascertained to be necessary to be paid to secure the annuity aimed at, the premium rate for the whole term being the rate paid at the age of commencement. Under the Immediate Annuity System provision could be made for those old employees who have now reached the retirement age, and who are from years of faithful service entitled to friendly consideration.

Mr. Bastedo cited a couple of examples of how cost of annuities might be split up, between employees and employer. In case of a young man at 20, wanting an annuity of $25 monthly at 65, the rate would be 40c weekly, 20c from employer and 20c from employee. As the accumulation period shortens the rate advances.

There are now 5,696 annuities in force, the amount paid in totalling $6,929,060.

COMPANY RULE OF PROVINCES AND DOMINION

C.M.A. is Seeking Uniformity of Taxation and Control

Dominion companies occupy a unique position. They have status and powers entitling them to carry on business throughout Canada, which no provincial legislature is entitled to abrogate. In spite, however, of the decisions to that effect which have been given by the Privy Council, some questions of jurisdiction as between the Dominion and the provinces have not yet been settled by the Courts, and moreover, every province has its own company law, and system of taxation. There are also considerable differences in the administration of the law by the provinces.

It has been completely established that a province cannot, by way of enforcing a tax, suspend a company's corporate status, or its power to sue, and be sued. There is, however, another principle, not yet fully recognized, which is highly important, in its application to corporation taxes, namely, that no province should attempt, directly or indirectly, to tax corporate property outside of the province. Another principle, which is also now fairly well-established, is that a province cannot, in its legislation, discriminate against Dominion companies, and in favor of its own companies. A full recognition of this principle would prevent any renewal of the attempts which have been previously made by some of the provinces to collect from Dominion companies what is in effect a second incorporation fee.

In practically every province of Canada companies not locally incorporated are required to become registered before "carrying on business" in the province. In every province except Prince Edward Island, however, taking orders for, or buying or selling goods, wares, etc., by travellers or by correspondence is not considered to be "carrying on business," provided that the company has no resident agent or representative nor any office or place of business in the province.

As regards provincial taxation, the present situation is that all of the provinces except Saskatchewan and Alberta tax companies on the basis of the amount of capital invested in the particular province and while these two provinces still tax on the basis of the authorized capital, they have a fixed maximum of $500 in each case.

There is constant contention between the Dominion and the provinces regarding their respective jurisdictions. The subject is jealously dealt with on both sides, and overtures made from either side are viewed with suspicion. What the Canadian Manufacturers' Association is concerned with, of course, is not abstract questions of law, but the business questions of fees and taxation, and it is obvious that these can be best adjusted by a conference of the various interests concerned, and it is the intention of the legislation committee to institute renewed efforts in this direction. Among the matters on which a clearer understanding is desired are:—(a) The powers of the Dominion and provinces in respect to the incorporation of companies: (b) uniformity in taxation of companies; (c) avoiding discrimination in taxation against Dominion companies.

CANNOT FORCE JOBS FOR THE INEFFICIENT

Minimum Wage Legislation May Keep Incapables Out of Work Altogether

The question whether the less efficient workers can be forced upon industry by means of minimum wage legislation, is raised in the report of the Industrial Relations Committee of the Canadian Manufacturers' Association. If this cannot be done then such legislation instead of helping the low-paid workers is injuring them. There is not as yet a sufficient body of evidence to support completely either view of the case.

In the main, the various minimum wage acts have functioned satisfactorily. Where there has been friction and dissatisfaction it has been due to the fact that the underlying principle has been forgotten and effects have been aimed at and produced which were not at all social but economic. Thus, when the scope of minimum wage legislation is widened to include control of hours as well as wages, trouble is almost bound to arise. The infinite variation in conditions, for instance, as between a small and a large community or between a highly-developed industry and a struggling concern, the question of meeting competition between provinces or states, the question of processes worked by women being interlocked with processes worked by men—these and a host of other considerations make the whole question one of extreme difficulty.

To add to this difficulty the United States Supreme Court in a recent case held that the minimum wage act passed by Congress applied to women workers in the district of Columbia is unconstitutional as being an interference in the freedom of contract.

FLOUR MILLS TO BUILD ELEVATORS ON THE PRAIRIES

Leading Concerns Plan Expansion of Their Facilities

PREPARE FOR CROP

Construction Program is One to Dispel Any Doubt as to Wheat Producing Ability of the West

From Our Own Correspondent.

WINNIPEG. — The contemplated building of new elevators is probably the most significant factor in the West's 1923 building program. The milling and elevator companies are planning a busy season of construction all through the prairies. If present plans mature the total number of new elevators will be in the neighborhood of 200 and in any event is not expected to fall much below 175. This will entail a capital outlay approximating $1,750,000. Some of the large milling concerns also plan addition to their milling capacity.

Increased elevator capacity—particularly to the extent of 175 elevators with a grand carrying capacity approximating 4,500,000 bushels of grain—would undeniably be a significant consideration in the West's storage of cereals, and a further relief to at least this small extent in the transportation problem of the early weeks of the next crop season.

Since the outbreak of the war in August 1914 there have been very few country elevators built, and there has been practically no railway extension either. With last year's crop, however, the largest in the history of the West, elevator companies have been stimulated to unusual activity. Present indications are for another fine crop, while another factor of great importance is the announced program of the railways, which includes considerable branch line construction and completion of lines already under way, thereby opening up many new and favorable sites for the erection of elevators.

Milling Companies Active

Of the milling companies, the Lake of the Woods was the first to announce plans, which were given out by the vice-president, W. W. Hutchison, when in Winnipeg recently after a tour of the West. These plans involve a total expenditure of $250,000. The largest part of this appropriation will be on the company's mill at Medicine Hat, whose elevator capacity will be doubled. The capacity of the mill will be raised from 1,400 barrels to 2,000 barrels a day, and the elevator capacity will be increased from 100,000 bushels to 200,000 bushels. A new building similar to the present elevator will be erected. Ten or more new elevators will be erected at various country points in Alberta, including Bustall, Hilda, Schuler, Climax and Frontier. Four elevators will be erected on the new Hallomquist-Lake Johnson line, and it is probable that two elevators will be erected on the Blackie-Lommond line, at points yet to be located and named. New elevators will also be erected at Guernsey, Sask., and Dominion City, Man. The company's mill at Keewatin will be increased by the addition of a storey to mill "C" at a cost of about $30,000, and the capacity of the plant will be correspondingly increased.

The Ogilvie Milling Company also has an active programme outlined which includes the erection of 20 elevators. They have commenced work on six of these at the following points: Pilot Mound, Man.; Winroe, Salcoats, Kelso, Viscount and Home Lake, all in Saskatchewan. Just how many more Ogilvies will erect this season depends largely upon railway construction and the energy displayed by other companies, because Ogilvies, as a milling company, not only consider the handling of grain through their elevators, but desire a field for the distribution of their flour.

Western Canada Flour Mills Company will add five new elevators to their string this season, either by building or purchase. New houses will be erected at Lethbridge and Kerrobert, but nothing definite has yet been settled as regards other points.

Maple Leaf Milling Company's programme for this year's building has not yet been approved, but the company is expected to erect a few elevators throughout the West. The Saskatchewan Co-operative Elevator Company has under contemplation 35 elevators in the Province of Saskatchewan, but the points of location have not been definitely settled.

The N. Bawlf Grain Company now building a terminal elevator at Port Arthur at an estimated cost of $1,000,000, will tear down five of the present string of 165 country elevators and rebuild at other points in Alberta, yet to be decided upon.

The Alberta Grain Company, the Home Grain Company, the National Elevator Company, the State Elevator Company, the Federal Grain Company, the Liberty Grain Company, the Pioneer Grain Company, the Saskatchewan Elevator Company, and the Manitoba Grain Growers, all have a programme of elevator building for this season, but just how many each will erect and where they will be located has not yet been announced. There appears to be considerable rivalry between these companies to get in on the ground first, which is one of the reasons why they do not care to name locations too well in advance of actual operation.

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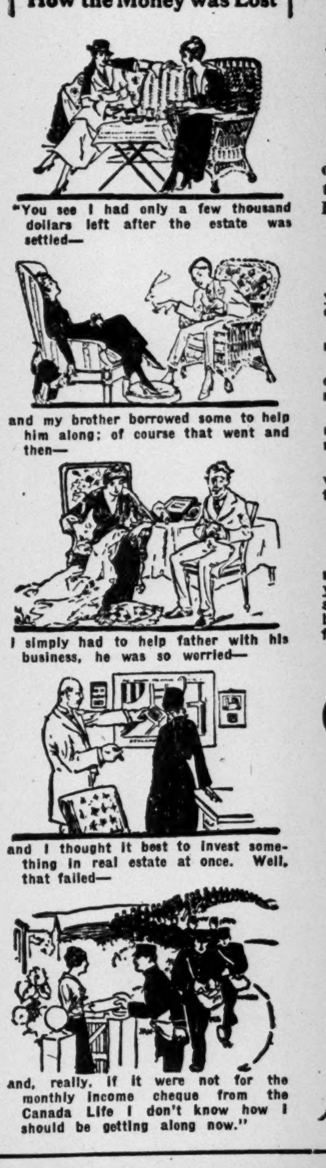
MAPS OF ROUYN, QUEBEC

The Geological Survey has just published two maps on a scale of one mile to one inch of a part of northern Quebec lying east of the gold producing area of Ontario. These maps should prove of great value to prospectors engaged in the search for gold on the Quebec side of the line. One of the sheets includes the western part of Rouyn township. Copies may be had on application to the Director, Geological Survey, Ottawa.

The Monthly Cheque
That Never Fails

How the Money was Lost



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In addition to a "lump sum" of money, you should provide a definite income that cannot fail.

A weekly or monthly income is the natural thing for most people.

A woman can keep a family together on even a small income, provided it is regular.

Financial problems should not be thrust upon a woman who it not used to business deals.

The hands of unscrupulous men are always outstretched for money held by the unwary.

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You will be surprised to learn what a reasonable proposition can be made to you, how only a few dollars saved and set aside from your regular earnings can be multiplied into a substantial income for your Beneficiary.

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New Issue: $273,000

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5% Coupon Bonds

Dated 1 June, 1923 Due 1 June, 1924-1953

Principal and Annual Interest payable at the Office of the Town Treasurer, Oshawa, Ontario

Denominations—$1,000 and odd amounts

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Maturities 1924-1938 ....Rate to yield 5.35%
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News and Views for Investors

HOWARD SMITH TO ENLARGE

Howard Smith Paper Mills, Ltd., have called for tenders for a big addition to the plant of the Howard Smith Company at Cornwall, and tenders for other work at Cornwall will be called for shortly, the whole to involve the expenditure of hundreds of thousands of dollars.

HUDSON BAY

Hudson Bay Co. for the year just ended paid dividends of 19½%, 17% on trade and 2% on land as compared with **45% in 1922, 35% on trade and 10%** on land. It is reported from London that dissatisfaction with the company's dividend showing resulted in much selling and the market price declined from 7 3-16 to 5½.

B. C. ELECTRIC

It is reported from the coast that B. C. Electric is awaiting legislative action on the proposal to start on the installation of the first unit of a large power development which when completed will involve the expenditure of around $10,000,000 and will increase the company's supply from 153,000 to 268,000 horse power.

DOMINION ENGINEERING

The plants of Dominion Engineering at Lachine are working to capacity in three departments, hydraulic machinery, papermaking machinery and miscellaneous. Power units are being made for Montreal Light, Heat and Power; Price Bros., Granby Smelters, Shawinigan's St. Maurice development, Northern Ontario Light and Power, East Kootenay Power and the Ontario Hydro.

McINTYRE

It is expected that some interesting announcement will be forthcoming from the meeting at the end of this week of the McIntyre directors. Just what this will be, it cannot be said, but there is something brewing. An interesting feature **is that Mine Manager R. J. Innis has been summoned** down from the mine and will be present at the meeting. Some highly favorable results have been obtained on the property of late.

BRITISH EMPIRE STEEL

The British Empire Steel plant at Sydney, N.S., is running full blast with all departments in operation. The blast furnaces made new records last month. The bulk of the steel output is going into rails, wire products and material for the order for one thousand cars on which the Eastern Car Works at New Glasgow are now working. The billets for this work are reduced in size so that the machinery of the New Glasgow plant can easily handle them.

GOODYEAR

Goodyear Tire directors have declared **a payment of 1¾%** ond the 7% preferred arrears which are thus reduced from 12¼% to 10¾%. Dividends were resumed on this issue the first of the year. Goodyear has been steadily increasing its output. More efficient labor has enabled the company to turn out more tires at lower cost. Keen competition in the tire market has made for close prices, but Goodyear's earnings have moved up steadily with the increased output. The company has had no trouble finding a market for its product, in fact it has both plants working 24 hours daily.

ASBESTOS CORPORATION

Common shares of Asbestos Corporation dropped about eight points from 62½, in a couple of days due to rumors of trouble at the mines at Thedford. Trouble at the mines is nothing new. Just recently THE FINANCIAL POST threw some light on conditions in the camp. The recent trouble seems to have centered around a general strike and from the fact that 818 shares changed hands on a declining market, it is evident that some took the miners seriously. Most of the miners didn't and the effort failed. The present agitation is for an eight-hour day. The last agitation was for a new manager of one of the mines.

SOUTHERN CANADA POWER

The recent strength of power stocks on the Montreal Stock Exchange again calls attention to the merits of power securities, Montreal Power and Shawinigan having been fairly active at or near the high prices of the year. In the unlisted department, Laurentide and Southern Canada Power have been strong, the latter having advanced from 35 to 44 during the past week or two. The announcement recently made by the Southern Canada Power Co. that it intends immediately to start development of an additional 30,000 H.P. calls attention to the rapid growth of this Company. The last annual report shows customers served in 1918, 8,063; gross earnings, $485,528. In 1922 customers totalled 13,249 and earnings $843,565. It is now buying power from another company in order to supply the demand and fortunate to be able to build up its power load prior to developing a portion of its own available power, of which it has approximately 150,000 horsepower.

CANADA BREAD

The approaching end of the fiscal year of the Canada Bread Co. is causing some speculation as to what the report will show when it is issued. This is shown by a ten point rise in the stock to 64. Will the common go on a dividend basis, is of course the paramount question. It is reported on the street that common stock earnings are expected to run around 15 per cent. while other are bold enough to predict that the directors will declare a common dividend before the annual meeting. The cake business of Canada Bread has been steadily improving and is said to be steadily becoming something like the boon ice cream has been to City Dairy.

TWIN CITY

Though attention has been called to the fact that a 5 or 6 per cent. dividend was to be expected on Twin City, it is evident from the action of the past week that the market was taken completely by surprise. As we went to press last week the shares were selling at 71. Since then they have sold up to 80. The low of the year was 59. The outlook for the company is excellent. The hearings which will set the new fare so as to allow the company a fair margin of profit on its operations, will soon sit. With the outlook so favorable as at present, and with the great expansion that is going on around the Twin Cities, the feeling abroad is that the company will be well able to maintain the six per cent rate.

ALABAMA POWER DEVELOPMENT

Alabama Power Company has begun work on a high tension transmission line from the Coose River to Opelika, in eastern Alabama, so as to serve that cotton mill section with the same amount of power available in the Birmingham district. The third 24,000 horse power unit at Mitchell Dam will be in operation at an early date. Company has also begun rebuilding the dam at Tallass destroyed by flood. This is to generate 10,000 horse power. Some Alabama legislators threaten to have passed this summer a bill prohibiting the power company from disposing of power to outside states until all Alabama wants are satisfied. Alabama Power Company is now selling 40,000 horse power to the Georgia power interests.

STERLING COAL

Prospects of a dividend seem to be the reason behind the recent advance in the shares of Sterling Coal. The issue is now selling around $40 having moved up from the year low of 32. In some quarters a declaration of 4 to 5 per cent. dividend for the last half of the first year is looked for. This company operates coal mines in Ohio and West Virginia, and controls the Congor-Lehigh Coal Company, and the Prudential Coal Company. In the coal strike in the United States during the greater part of last summer the company suffered materially in output and also earnings. Since that time, however, earnings have steadily increased. The company's investments in **other companies** and bonds, according to the last statement, amount to $502,322. Current assets were $261,680, current liabilities $127,296. Capital issued $2,500,000.

INTERNATIONAL NICKEL

Steady progress towards production at capacity is being made by International Nickel. Earnings are still below the years 1920 and 1921. In the year just ended, however, earnings showed a net profit of $48,170 which replaced the 1922 loss of $1,335,581. The profits in the big years referred to were $2,029,000 in 1921 and $2,745,000 in 1920. Low prices of nickel which followed the post-war slump has resulted in the product being put to many uses as an alloy constituent as well as in finished forms, such as sheets, seamless tubes, rods and wire. At the present rate of production, President R. C. Stanley estimates the ore resources of the Creighton mine will last 12 years before other mines will have to be operated. The company has now its electrolytic plant at Port Colborne instead of at Bayonne, N.Y. Platinum metal values in the ore show a tendency to increase.

PETERSON LAKE

The report that the Mining Corporation has struck a high grade vein on the Peterson Lake property is the reason advanced for the rise in the market price of this issue from 9½ to 13⅞ on sales of $137,500 shares. Peterson Lake is far from being in a sound position. The company's treasury is exhausted and it owes the Dominion Reduction a considerable amount of money that must be paid out of the royalty from the Mining Corporation earnings. The best that can be said of the proposition is that the outlook for the property is improved, but no one ever doubted the value of it, the only thing being **necessary was an aggressive exploration** campaign.

MARKET STRONG WITH TENDENCY OF PRICES UP

List Has Been Firm During the Past Week's Trading

SOME LARGE GAINS

Mining List Considered in Good Position and Street Gossip Deals With Prospect of Advance

The market for the past week has been firm at all times though quiet. There is a strong undertone to practically the whole list with the tendency of the majority of the issues to look upward.

An analysis of the trading for the past week, clearly shows such a tendency. The following table will show that out of 58 issues only ten suffered losses and that of the other 48 one-third made gains while the balance held their position.

The milling group continues very weak. There has also been a weakened tendency to the papers and textiles, but the milling decline has been under way for some time. The steel group is showing new strength, as are also the utilities and tractions. It will be noticed that in the figures of the leading gains for the week, three utilities, Twin City, Duluth Superior, both of which have been the subject of dividend gossip and Consumers Gas, are included out of six stocks.

Bank stocks are also showing good strength. In the past week there has been but one decline, while five bank issues have made gains and six of them have held their positions unchanged.

The mining market has witnessed fair buying. There has been some recovery among the leaders, but all in all, the market seems in a strong position and it would not be surprising to see a return of heavy buying. This is the feeling that is prevalent in the street. It just needs someone to start it, declared one broker.

A review of the week's stocks by groups follows:

Issue	Group	Gain	Losses	Unch.
Pulp	9	2	2	5
Specialties	9	2	1	6
Tractions.	7	2	1	4
Utilities .	15	5	1	9
Steel	8	4	0	4
Textiles ..	4	0	2	2
Industrials	3	1	1	1
Milling . .	3	0	2	1
Banks ...	12	5	1	6
	70	21	11	38

Heavy losses and gains of the week follow:

Heavy losses of the week:—

	High	Low	Pres.	Sales
Asbestos	62½	54¾	56	818
Maple Leaf ..	110	105	105	37
*Ogilvie	—	300	—	23
Can. Converters	95	91	92	65

* A decline of 4 points from last sale.

Large increases of week:—

	High	Low	Pres.	Sales
Canada Bread .	53½	65	64	294
Cans. Gas. ...	156	160	160	128
Duluth Sup. ..	39	42	42	1199
Goodyear P. ..	93½	96	96	365
Twin City	71	80	80	8174
Hochelaga .. .	147½	150	150	30

What is the market outlook? This is the question being asked. Have all the favorable factors of business been discounted? Hayden and Stone, New York, deal with this question interestingly. They contend that the market is in as healthy a position as business, but draw attention to the high level of most of the stocks.

Their views follow:

"Two months ago we were getting reports of splendid earnings for the first quarter, but to these the market paid no attention and later broke, — indicating that those earnings had been already discounted. Now the news is of decidedly a mixed character, but at least the market does not yield. Reports for the second quarter will be shortly coming to hand and will make even a better showing than for the first quarter. It will be interesting to see whether these have also been discounted. We are inclined to think that, as yet, they have not been. In short, we believe that the market is in quite as healthy a position as general business and many individual stocks worth rather more money, but every optimistic expression should also be tempered with the warning that the large majority of stocks are already at a high level."

DOME

Judging from the comment of President Jules Bache at the Dome meeting, Dome directors will soon receive a change in shares, two new of no par value **for one of the present. Later,** if the stock moves up in market value, as anticipated, there will be another two shares. The reason why the four will not be forthcoming at present is because of the recent slump in the price of shares below $40. For banking purposes in the U.S. Mr. Bache intimated that it was desirable to keep the market price of the shares above $10. That he and the directors were somewhat disappointed that the shares are not well past $40 at present was easily discernable. The change in the no par value of the shares is being made that the stock may be listed in London. In regard to the criticism of the present control which started at Rochester and spread to Cobalt to include the Finucane intimates there, there was somewhat of a victory on both sides. In the first place the directors were changed until now two of the Finucane's are on the board, father and son. This was a kind of a blow that the insurgents did not expect. They wanted the idea of capital return continued and instead get $4 per annum in dividend. It is the old case of a rose by any other name, etc., and will save the company much money. In this connection the insurgents were somewhat victorious for it is rumored that Mr. Bache was opposed to going ahead with the dividen plans because of the present showing at the mine. After coming to Toronto the matter was finally settled.

20,000,000 ACRES

Since adopting its colonization policy in 1881, the Canadian Pacific Railway has expended a sum in excess of $60,000,000 for colonization, land settlement, irrigation and similar work, directly accounting for the occupation of over 20,000,000 acres of farm land in Western Canada.

GROSS EARNINGS UP BUT DEFICITS GROW

It is Hoped National Lines in April and May Will Regain Ground Lost

From Our Own Correspondent.

MONTREAL.—It is still too early to estimate what the Canadian National Railways are likely to do during the present year in the way of earning a part of their large interest burden. Gross earnings are far above last year. At June 7, they had reached $98,164,457, an increase of $13,262,348 over the figures for the same period in the previous year. This is a very favorable showing. But the most recent available figures of operating costs and net revenues are far from favorable. For the first three months of the year the Canadian National lines had an operating deficit of $4,450,000, or just about double the deficit during the first three months of 1922.

The situation as revealed by the figures of net earnings—or rather operating deficits—is such as to create pessimism. But the figures should be considered in conjunction with the larger increase in gross earnings that has come almost entirely in the past two months. By the time the April and May earnings, net earnings statements, are available, the position may be considerably improved although the possibility of the Canadain National Railways advancing very far towards the goal of earning even current interest charges is remote indeed.

Montreal Water 1923 Earnings Are Higher

From Our Own Correspondent.

MONTREAL.—With gross earnings the largest in the history of the company, the Montreal Water and Power Company presented a most satisfactory statement to shareholders this week. The company extended its properties considerably during the past year without any increase in indebtedness.

Gross earnings were $1,073,491, as compared with $997,748. Operating expenses were $430,784, as against $435,892, but a decline in interest earned, due to expenditures on new extensions offset the savings in operating expenses. After all deductions and generous allowance for depreciation there was added to profit and loss balance $31,908, bringing the balance forward to $648,588.

The president, Edwin Hanson, explained to the shareholders that a new supply main would be completed by June 30 and without the issuance of new securities.

The depreciation reserve is up from $1,171,561 to $1,396,381, and sinking fund has increased from $59,482 to $118,136. The supply system plant, etc., is now given a valuation of $8,295,774, an increase from the previous year's figure of $7,663,152.

"I buy good Power Company Stocks in preference to all others."

—Roger W. Babson

This advice from Roger W. Babson, America's foremost financial statistician is based on sound reasoning and merits serious consideration.

Hydro-Electric Companies have a relatively small labor charge. Strikes are practically unheard of. Inventory re-adjustments are not costly. These and other reasons stabilize the earnings of these companies.

Again Hydro-Electric unit power costs decrease rapidly as the load increases, and their sales fluctuate less with business conditions than most other industries.

In addition to the natural growth through location of new industries and new customers, the growing demand for convenient electrical appliances in the home assures healthy growth for Canadian Water Power Companies.

We recommend for Investment Hydro-Electric Securities

Our Booklet, "Power the Investment of the Future," will be sent free upon application.

NESBITT, THOMSON & COMPANY

LIMITED

305-7 Bank of Hamilton Building, TORONTO

MONTREAL HAMILTON LONDON, ONT WINNIPEG

Southern Canada Power Stock to Yield 6⅔%

MONTREAL.—A yield of 6.67 per cent. is given the investor on the offering of $1,500,000 of Southern Canada Power preferred stock now being offered by Nesbitt, Thomson and Company. The stock pays 6 per cent. and is offered at 90 but it has a participating feature up to 7 per cent.

It is pointed out that the company has now 14,500 customers, an increase from 2,260 in 1914.

WE OWN AND OFFER

$3,000,000

MANUFACTURERS FINANCE CORPORATION LIMITED

8 per cent.

Cumulative Participating Preferred shares, Preferred as to assets and dividends. Participates equally with the Common shares in all earnings after payment of said 8 per cent. on the Preferred shares. Dividends payable half-yearly—January 1st and July 1st.

HEAD OFFICE: MONTREAL, QUEBEC

CAPITALIZATION	AUTHORIZED	TO BE ISSUED
8 per cent. Cumulative Participating Preferred shares (par value $10)	$3,000,000	$3,000,000
Common Shares (par value $10)	$3,500,000	$3,500,000

DIRECTORS:

Hon. J. A. McDonald, President, Amherst, N.S.
Vice-President Nova Scotia Trust Company,
Vice-President Atlantic Underwear Co., Ltd.

Hon. N. A. Curry, Montreal,
Chairman Canadian Car & Foundry Co., Ltd.
Director Bank of Nova Scotia.

Hon. P. E. Blondin, P.C., Montreal,
Postmaster General of Canada, 1918-1921.

Lieut.-Colonel Boyd Anderson, C.M.G., D.S.O., Moncton, New Brunswick.

A. D. Macpherson, Toronto,
Sec.-Treas., Hoxie, Macpherson & Company, Limited.

R. W. Elliott, Halifax, N.S.
Managing Director Nova Scotia Trust Company.
Director Canadian Connecticut Cottons, Limited.

M. S. Clarke, Halifax, N.S.,
Vice-President Nova Scotia Trust Company.

W. M. McDonald, Amherst, N.S.
Barrister, Secretary Amherst Pianos, Limited.

R. E. Evans, Toronto,
Secretary Great Northern Power Company, Limited.

Secretary-Treasurer—W. M. McDonald
Bankers—Royal Bank of Canada
Auditors—Robertson, Robinson, Armstrong & Co., Toronto.
Registrars and Transfer Agents—Nova Scotia Trust Company

THE COMPANY

The Manufacturers Finance Corporation, Limited, was incorporated under the Dominion Companies Act, for the purpose of engaging in any form of commercial banking and trade financing, including the discounting and re-discounting of commercial paper; trade acceptances, both Domestic and Foreign; mortgages on real and personal property; documentary bills of exchange, buying and selling of land contracts; book accounts; bonds and other securities.

The Company will extend its facilities to that particular class of commercial banking which will show the greatest amount of profit, together with the widest margin of safety.

THE BUSINESS

The automobile industry is to-day the greatest industry in America. The automobile is the largest unit of merchandise sold for cash to the individual consumer. The rapid growth in the marketing of automobiles has outstripped the progress of the usual credit machinery available for the industry. Specialized credit and banking service is needed.

Commercial Banking Companies in the United States and Canada have confined their operations largely to the automobile industry. It has been conservatively estimated that 75% of the automobiles sold are sold on a credit basis. When one considers the magnitude of the industry, it is but to stop and consider the large amount of safe, profitable paper available for the funds of this Company.

The automobile industry is not the only one that lends itself to a class of safe, profitable, non-speculative paper. When one considers the large demand for pianos, farm machinery, factory and mercantile equipment, it is apparent that this Company will be able to select its business and to operate profitably from the outset.

Only responsible dealers and distributors in pianos, factory and mercantile equipment, automobiles, trucks, tractors, and farm machinery, as well as other non-perishable goods, may avail themselves of this branch of the Company's service. The methods adopted by this Company will assure ample safeguards and a wide margin of safety.

The Company will assist dealers to purchase motor vehicles from the manufacturers. Titles to all vehicles will be vested in the Manufacturers Finance Corporation, Limited, a lien will be retained until payment in full has been made, and adequate insurance will be carried. The Company is further protected by either a re-purchase agreement from the manufacturer or a direct endorsement with recourse. Dealers will be assisted in financing their retail sales, after the credit standing of the dealer has been ascertained and after the purchaser, through independent investigation, has been found worthy of the credit involved.

The security at all times will be ample, as the payments will necessarily keep in advance of the depreciation.

Therefore, the funds of the Company are properly secured at all times. Full control of all property is retained until credits are liquidated. The funds are kept liquid; no large proportion of the capital will be tied up in inconvertible assets. Fixed charges are very small, a fact that enures to the benefit of Shareholders.

EARNINGS

We believe that this Company, with its connections and opportunities, with ample funds and under competent and conservative management, will show very satisfactory earnings.

Judging by the earnings of companies engaged in similar business, and having regard to the dividends paid by them, and the increased value of their shares, we have every reason to believe that shareholders will receive a substantial return on their investment.

MANAGEMENT

The Board of Directors consists of successful business and financial men whose varied experience assures competent direction to the Company's affairs.

Money is the safest, most nearly indestructible commodity known to commerce. Its immediate value varies only with the fluctuation of prices of other commodities, governed largely by the fundamental economic law of supply and demand. Its permanent intrinsic worth cannot be destroyed, for it is the fundamental medium of exchange.

Statistics show that such institutions are the safest of all corporate investments. Furthermore, they invariably pay dividends more quickly after organization than industrial or commercial concerns. Overhead expenses are relatively smaller and Financial Institutions may start to make profits at once not needing to invest large amounts of their capital in factories, equipment, advertising and sales campaigns before commencing to earn profits.

PRICE:—Par, with a 50 per cent. bonus of Common Stock. 1 share of Common Stock with each 2 shares of Preferred Stock.

HOXIE, MACPHERSON & COMPANY, Limited

INVESTMENTS

244 Bay Street - - - Toronto, Ontario

Bank of Nova Scotia Bldg. MONTREAL, QUE.

LIMITED COST AND TIME

A low bid and a slow delivery means a high price. A fair bid and a fast delivery means a low price. We offer a Guaranteed Limit of Cost and a Guaranteed Limit of Time.

THOMPSON-STARRETT Company, Limited
Building Construction

We own and offer

8% Convertible Debentures

MOUNT ROYAL HOTEL COMPANY, LIMITED

Denominations: $100, $500, $1,000.

Partial Payment Plan, if desired. Interest payable in New York and Montreal.

Price on application

CREDIT-CANADA LIMITEE

145 St. James St., Montreal
HON. H. B. RAINVILLE, President.

TWIN CITY

The unexpected liberality of the dividend increase on Twin City Rapid Transit stock, from $2 to $3 for the half year, has made the stock exceedingly attractive at the comparatively small advance to around 79.

At that price, the yield approximates 7½ per cent—a rare return for a stock of such high standing. We confidently anticipate a further price appreciation which should bring the yield down to a 6¾ per cent. basis, equivalent to 89 to 90 for the stock.

Instructions for purchase, either outright or on margin, will receive our most careful attention. Write for Bulletin No. 49.

Dickinson & Walbank

Members Montreal Stock Exchange
152 St. James Street, Montreal.
Main 4090-4093
T. Kelly Dickinson, J. Y. K. Walbank, W. McLea Walbank.

WRIGHT-HARGREAVES

It is intimated from the North that Wright-Hargreaves management may go slow with the plans of enlargement of the mill which are designed to double the daily capacity. The first plan was to have the increase completed before the end of the present year. Reports from the North are that the management believes it can save money and do a much better job by delaying for a few months. At the present time the mill is handling 250 tons a day, with monthly production running around about $75,000.

UNLISTED SECURITIES

	Bid	Asked
Belding Paul, pfd.	87	90
Canada Mortgage	67	..
Can. Westinghouse, com	129	133
Can. Machinery, pfd.	37	43
Can. Marconi Wireless	1.80	2.15
Cockshutt Plow, 7% pfd.	41	43
Can. Oil Companies, pfd.	96	98½
Do., com.	..	53
Commercial Finance, pfd.	70	76
Cosgrave Breweries	..	5
Continental Life	108	..
English Electric, com.	..	16
Do., pfd.	..	75
Dom. Power & Trans. pfd.	93	..
Do., com.	40	43
Dunlop Tire, 7% pfd.	86½	87½
Dom. Liners pfd.	69	74
Eastern Theatres 7% pfd.	69	71
Do., com.	8½	9½
Excelsior Life	31½	..
Farmers' Dairy	51	..
Fam. Play. 7% p. 50% c.	80	83
Gunns, Ltd., 6% pfd.	..	36
Great West Life	214	..
Durant Motors	6¼	7¼
Dominion Mfg., pfd.	58	..
Inter. Milling Co., pfd.	97	..
K. & S. Tire 7% pfd. 25% c.	..	37
La Paz Oil	..	30c
Lambton Golf Club	450	500
London Loan	46	51
Loew's Toronto, pfd.	..	60
Do., com.	30	35
Loew's London, pfd.	4¼	5
Do., com.	1½	2
Massey-Harris Co.	48	52
Manufacturers' Life 20%	55	..
Mercantile Trust	98	..
Mortgage Discount Units	..	11
National Brick, pfd.	53	..
Do., com	11½	13
National Life $25 paid	50¼	..
Northern Can. Power, com.	50	..
Ontario Equitable Life	..	30
People's Loan	60	..
Pantages, Hamilton 7% pfd.	35	..
Do., com.	1½	2½
Robertson P. L. Co.	25	35
Rolph Clark Stone, com.	15	..
Sterling Coal, com.	43	..
Simpson, Robert, 6% pfd.	91	..
Sovereign Life	18	..
Sun Life Assurance	140	..
Toronto Brick, Co. pfd.	75	..
Trust & Guarantee	75	80
Tiger Tire Units (1 pfd. 2 com.)	..	25
Western Grocers, 7% pfd.	..	54
Whalen P. & P. Co., pfd.	17	19
Western Assurance	7½	..
King Ed. Const. pfd.	93	96
Brit. Amer. Assurance	6	7
Can. Assoc. Goldfields	7	11
Can. Kirkland Gold	6	10
Whalen Pulp, pfd.	17	19
Atla. Pac. Grain 7% pfd.	92¼	94½
Do., Com.	106	112½
Crown Life	80	..
Collingwood Shipbldg. com.	50	57
Mount Royal Hotel, com	..	30
North Mexico Power Com.	..	13

BRITISH CAPITAL BACKS RAILROAD IN NORTH QUEBEC

Would Link Chicoutimi and Bay Sulphite Mills With Pulp Lands

ENLARGE OUTPUT

Railway is Part of a Larger Scheme to Increase Output of Chicoutimi Company

From Our Own Correspondent.

MONTREAL. — Within twelve months the interests behind the Bay Sulphite Company and the Chicoutimi Pulp and Paper Company hope to have under construction a railway running from Port Alfred at the head of the Saguenay River to a point on the Peribonka River. This group of companies controls in freehold large areas of pulp lands on the Peribonka River. Pulpwood must now be floated down the Peribonka to Lake St. John and from Lake St. John through the Grand Decharge and the upper Saguenay to the mills at Chicoutimi and Port Alfred. The railroad would cut many miles off the journey for the logs. It would be about forty-five miles long in the first section, although later additional sections might be built to a total of 120 to 150 miles. These would run around the north of Lake St. John to tap the Canadian National lines.

Negotiations are now in progress between the Quebec provincial government and G. R. Hall-Caine, representing the British interests in the companies, looking to an arrangement for the construction of the line. It is likely that the provincial government may be induced to make grants of land to aid the construction of the road on the ground that it will open up an area that is believed to be suitable for colonization on a satisfactory scale. It will be recalled that the homes of the pioneers in Louis Hemon's "Maria Chapdelaine" were carved out of the virgin forest on the Peribonka River. Some sort of aid from the Federal government may be sought.

On a Paying Basis

Mr. Hall-Caine is now in Canada. To THE FINANCIAL POST this week he pointed out that the railway will have a definite traffic to start with. The shipments of logs for the Becker mills will be sufficient to put the road on a paying basis from the start, allowing a surplus above interest charges.

Possibly the line would be financed in England, as capital could easily be obtained there for a good road that had provincial or Federal government support. It would be considered as part of the program of expansion of the pulp and paper mills in the district.

Mr. Hall Caine pointed out to THE POST that the demand for Canadian pulp should continue to grow in England. British newspapers are printing larger editions and the demand for paper is larger than ever before. At the same time the supply of pulp and paper from Scandinavian mills is falling off because of labor troubles that may be of extensive duration. Canadian pulpwood has an opportunity in Britain and Europe and recent improvements in the manufacture have made it acceptable to the market across the water.

Enlarge Chicoutimi Mills

Development plans are under way regarding the Chicoutimi and other mills that will provide for an ultimate expansion in the output. The railway is part of the plans. The companies supply material for fourteen paper mills in the Old Country and these mills are looking for larger supplies of raw material.

A large part of the present output of the mills goes to Europe and Great Britain and all of it is exported to some country. It is felt by the promoters of the railway that their plans should receive favorable consideration from the governments concerned because of the fact that a larger output at the mills would add substantially to Canada's export trade.

The railway, it may be pointed out, would be built by a separate company, not by any of the present companies.

May be No Acadia Sugar Re-organization

From Our Own Correspondent.

MONTREAL.—Although it is nearly a year since the shareholders of Acadia Sugar Refining Company gave the directors power to proceed with a re-organization of the company if they thought it advisable, no steps have been taken in this direction yet.

It is now hoped that the business of the company will so improve that no reorganization will be found necessary. The annual report will be issued in about two months.

CROW'S NEST COAL

Strike of Last Summer Curtailed Production and Profits

Crow's Nest Pass Coal net profits declined in 1922 to $213,959 from $341,938 in 1921. This decline was due to the prolonged strike which curtailed the output from 774,847 tons to 569,339, and the coke output from 66,569 tons to 46,368 tons. Subsidiary earnings, Crow's Nest Pass Light and Power $9,384, and Morrissey, Fernie and Michel Railway, $6,714, were set aside for depreciation. Improvement costs during the year were: Coal Co., $35,293; railway, $1,270. Liquid assets total $501,867 cash, accounts receivable, $521,494, and inventories, $167,468, a total of $1,190,848. Current liabilities total $395,768.

QUEBEC POWER CO. SITS IN SADDLE

Likely be Medium Through Which All Quebec Utilities Will be Improved

From Our Own Correspondent.

MONTREAL.—Complete re-habilitation of the public utility services of Quebec City is likely to be well under way by the end of the present year. The re-organization of the Quebec Railway, Light, Heat and Power Company and the Quebec Public Service Corporation will have been effected by that time. Engineers are already studying the larger needs of Quebec to the end of supplying the enlarged services the city needs.

Under the new control by Shawinigan events are happening with certainty, although legal complications give them a semblance of slowness. A couple of weeks ago the capital of Quebec Public Service Corporation, which consisted of $1,600,000 outstanding common stock and $1,400,000 unissued common stock was changed to $1,400,000 unissued preferred stock, and $1,600,000 of common stock. Provision was made for the re-purchase by the company of $600,000 of its outstanding bonds, held by the Shawinigan Water and Power Company. This would leave the company with no bonded indebtedness.

This week another step was taken when the capital was increased from $3,000,000 to $10,000,000 without specific provision for the amount of preferred or common stock. When this has been decided on shareholders will hold another meeting to ratify the change. The name of the company was changed to the Quebec Power Company.

These changes are all part of the reorganization plans. Quebec Railway, Light, Heat and Power Company may eventually virtually disappear. The Quebec Power Company will succeed and be responsible for the financing of extensions in all departments—railways, gas, light and power. The new Quebec Power Company with ample assets and no bonded indebtedness will be in an excellent position to carry on the work.

At the meeting, this week, the vice-president, Howard Murray, explained that the directors would shortly ask approval to create an additional $2,600,000 of preferred stock, bringing the total to $4,000,000 out of the total capitalization of $10,000,000.

LAND COMPANY HAD DEFICIT

Calgary and Edmonton Land report presented at a meeting recently held in London shows a loss on 1922 operations of £1,998. There was a slight increase in the acreage sold during the year, but conditions obtaining in Alberta prevented farmers meeting their payments.

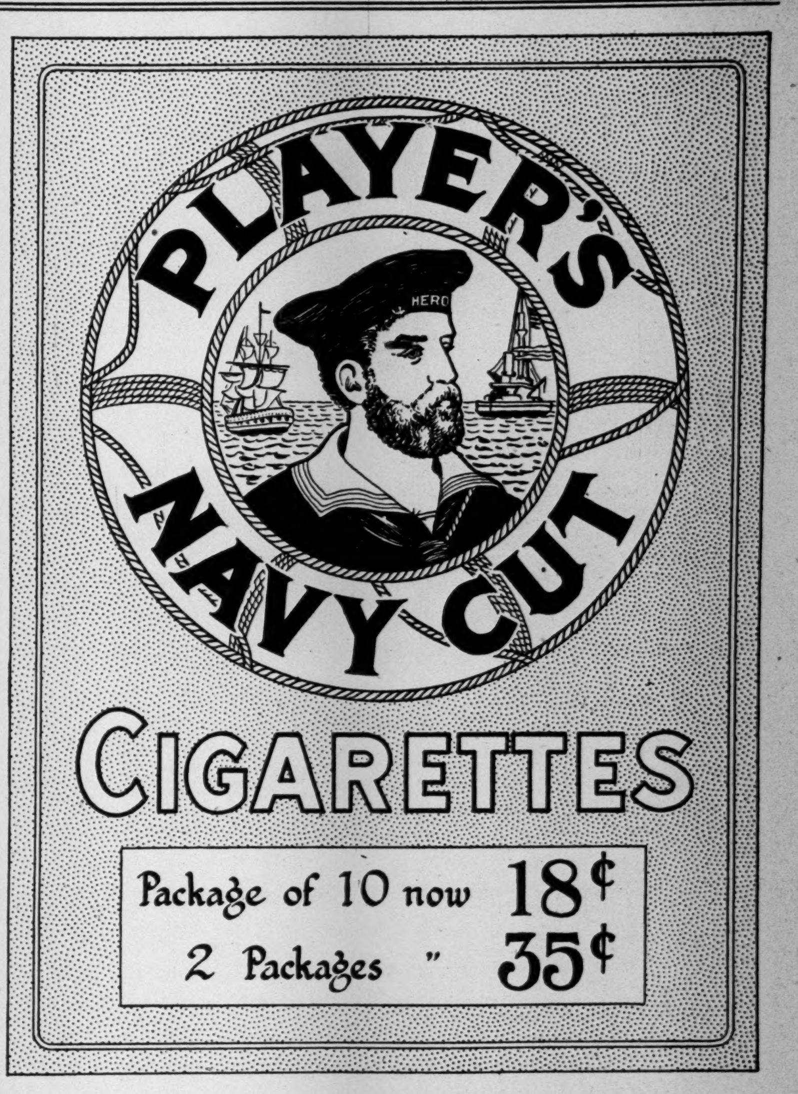
STERLING TRUST DIVIDEND

Sterling Trusts Corporation has declared a 3 per cent. dividend for the first half of this year. This is the first public announcement of the success that has been achieved following the re-organization after the failure of the Standard Reliance Mortgage, with which the Sterling Trust was tied up by an inter-locking directorate and various business and real estate deals. The new control of the Sterling has had a long battle. However, they realized that the concern had a field, they gave it sound management, made a quick but careful liquidation of many of its real estate assets, and since then has made steady progress, culminating with the present dividend announcement.

STOCK MOVEMENTS OF THE WEEK

Week Ending June 12

Banks—	Div. Rate	Ask	Bid	High	Low	Close	Sales
Commerce	12	—	198	199	198	198	59
Dominion	12	—	196	196	195	196	106
Hamilton	12	168	166¾	167¾	166	167½	35
Hochelaga	10	—	150	150	147½	150	30
Imperial	12	—	184	184	182½	184	107
Molsons	12	—	175	176	175	175	83
Montreal	12	248	246	247½	246	247½	174
Nationale	6	99	—	99¼	99	99¼	75
Nova Scotia	16	264	—	263	263	263	81
Royal	12	—	220	221½	220½	221	235
Standard	14	208	207	207	207	207	18
Toronto	12	—	187	188	186	188	87
Union	10	—	125	130	125½	125½	334
Industrials, Utilities, etc.—							
Abitibi Pulp & Paper, com.	4	65½	64½	66	64	64½	1551
American Salesbook, com.	—	38	35½	36	36	36	25
Do., pref.	7	89½	89	89½	89½	89½	75
Asbestos Corporation, com.	6	58	57⅞	62½	54¾	58	818
Do., pref.	7	82½	—	82½	82½	82½	15
Atlantic Sugar, com.	—	—	20	21	20	20½	75
Bird & Son, pref.	7	93	—	93	93	93	5
Barcelona Traction	—	22¾	22	22	21⅝	22	1680
Bell Telephone	8	122	121¼	122	121	122	1191
Brazilian Traction, com.	4	49	48¾	49¼	48⅛	49	5526
B. C. Fishing	—	16	—	16	15	15	12
British Empire Steel, com.	—	8½	7¾	8	8	8	10
Do., 1st pref.	7	69	68	68¼	68	68¼	100
Do., 2nd pref.	—	23¾	22¾	23¾	23	23¾	874
Brompton Pulp, com.	—	39¾	39	40	39	39⅞	865
Burt, F. N., com.	10	135	134	134	134	134	40
Canada Bread, com.	—	64	63	65	63½	64	100
Do., pref.	7	95	94½	95	94⅞	95	203
Can. Car & Foundry, com.	—	30	28	29½	28	29	225
Do., pref.	—	74	73	74⅞	72¼	74	259
Canada Cement, com.	6	84	83	83	82¼	83	175
Do., pref.	7	—	102	103	102½	103	138
Canada Steamships, com.	—	16½	15¼	16	15¼	15¼	62
Do., pref.	—	50	49	49	48½	49	265
Canadian Converters	7	95	92¾	95	91	92	65
Canadian Cottons, com.	8	119	116¾	117½	117	117	35
Do., pref.	6	—	91	92	92	92	5
Can. Foundries & Forgings, com.	—	28	—	30	30	30	25
Can. General Electric, com.	6	101½	100	102¼	101½	101½	298
Do., pref.	7	107	106	106	106	106	45
Canadian Locomotive, pref.	7	98	96½	98	96¼	98	135
Canadian Pacific Railway	10	159	157	158¼	156	158¼	245
City Dairy, com.	10	144	140	143½	143	143	41
Do., pref.	7	105	104½	104½	104½	104½	25
Consumers Gas	10	—	160	160	156	160	128
Detroit United Railway	6	75¾	75	75⅞	75	75	927
Dominion Bridge	4	—	72	72½	72	72	25
Dominion Canners, com.	—	32	30	31	30	30	65
Do., pref.	7	—	87	89	89	89	10
Dominion Glass, com.	7	97	—	97½	97	97	195
Do., pref.	7	—	102¼	102¾	102	102	73
Dominion Telegraph	6	45	44½	45	45	45	18
Dominion Textile, com. (new)	4	71¾	71½	72	71½	71¾	1056
Do., pref.	7	115	—	112	111	112	41
Dominion Steel Corp., pref.	6	77¼	77	77½	77	77½	113
Duluth Superior	—	42	41	42	39	42	1199
Goodyear Tire, pref.	7	96½	95	96	93	96	365
Howard Smith Paper, com.	6	78½	—	78	78	78	41
Do., pref.	8	—	103½	104	103	103	13
Illinois Traction, pref.	6	91½	91	91½	90	91	464
Kaministiquia Power	8	125	123½	122	122	122	42
Lake of Woods Milling, com.	12	178	177	178	175	177	140
Do., pref.	7	—	117	117	117	117	4
Laurentide Paper	6	100⅞	100¼	101⅞	99¾	101	4211
Mackay, com.	7	111	110	111½	110	111½	228
Do., pref.	4	70	68	69	68½	68½	35
Maple Leaf Milling, com.	8	109	105	110	105	105	37
Do., pref.	7	101	100	101	100½	100½	145
Monarch Knitting, pref.	7	—	82	82	82	82	4
Montreal Cottons, com.	6	112	—	112	112	112	10
Do., pref.	7	109¼	108	109	109	109	38
Montreal Light, Heat, Cons.	6	123	127⅞	123¼	123	123	1279
Montreal Telegraph	8	53	52	46	46	46	40
Montreal Trams	10	151	—	151	151	151	128
National Breweries, com.	4	50½	50	51	50¼	50½	255
Do., pref.	7	95½	—	95	95	95	10
Ogilvie Flour, com.	12	300	—	300	299½	300	23
Do., pref.	7	—	117	117	117	117	5
Ontario Steel Products, com.	—	45	—	45	45	45	10
Do., pref.	7	90	85	85	85	85	50
Ottawa L., H. & Power	6	—	86½	86½	85	86½	160
Pacific Burt, com.	6	107	105½	106	106	106	10
Do., pref.	7	107½	105½	107½	107½	107½	1
Penmans, com.	8	155	154⅛	154	153	153	54
Port Hope Sanitary, pref.	7	88	—	88½	88	88	20
Price Brothers	2	44½	44	45	44	45	520
Porto Rico Railways, com.	—	—	20	20½	20	20	100
Do., pref.	7	80	70	76	76	76	5
Provincial Paper, com.	6	92½	—	92½	92½	92½	3
Do., pref.	7	97	—	97¼	96	97¼	188
Quebec Railway	—	24½	23½	24	23	23	471
Riordon Pulp, com.	—	3	2	2½	2	2⅛	730
Do., pref.	—	5	—	5½	5	5½	105
Rogers, William, pref.	7	—	91	92	92	92	10
Shawinigan	7	120⅛	119⅝	121	119½	120	1400
Sherwin Williams, com.	6	115	—	114	112	113½	470
Do., pref.	7	102	—	102	101	102	40
Spanish River Pulp, com.	7	94	92	92¼	91	91⅞	640
Do., pref.	7	103	101	102	101	102	404
Steel of Canada, com.	7	74½	74	74	73¾	74	270
Do., pref.	7	103	102	102	102	102	10
St. Lawrence Flour, com.	6	65	64	65	64	65	25
Do., pref.	7	92	—	92	91	92	15
St. Maurice Paper	5	107	104½	107¾	105	105	648
Tooke Bros., com.	—	—	15	15	15	15	3
Toronto Railway	—	82	81	83	81½	81¾	613
Tuckett Tobacco, com.	4	58	56	57	57	57	22
Twin City, com.	—	80	78½	80	67⅞	80	8174
Do., pref.	7	106	—	106	106	106	25
Wabasso Cotton	4	80	79¾	80	80	80	25
Wayagamack Pulp	—	58	57½	58	57	57	90
Western Canada Flour	8	114	108	108	108	108	37
Winnipeg Electric, com.	—	34½	33½	34	33½	33½	212
Do., pref.	7	—	85½	86	85	86	293
Mexican Light, com.	—	40	35	35	35	35	38
Do., pref.	—	—	56	57½	57½	57½	9
Cuban Can. Sugar, com.	—	8	7	8	8	8	15
Can. Permanent	12	—	187	188	187	188	6
Montreal Loan	12	46	—	46	46	46	100
Toronto Gen. Trusts	12	—	202	205	205	205	2



STOCK DIVIDEND FOR MONTREAL WATER

Holders of Common Get 100% in New Stock as a Bonus

From Our Own Correspondent.

MONTREAL.—One of the few privately owned water supply systems in Canada, the Montreal Water and Power Company, has declared a stock dividend of 100 per cent. upon its $280,000 of outstanding common stock of $25 par value.

The company supplies under exclusive franchises all the water used in Westmount, Outremont, Maisonneuve and other important centres on the Island of Montreal. Profits for the year ended April 30, 1922, were $339,840 after interest but before before depreciation and sinking funds. The earnings on common stock were almost 16 per cent. in that year and after payment of dividends there was a profit and loss balance of $616,680, a portion of which has now been distributed by the bonus of $25 a share in paid-up common stock.

BUSH FIRES IN NORTH

Bad bush fires in vicinity of Porcupine and Rouyn, Que., are reported from Northern Ontario. The ore in the Ontario camp is not far removed from some of the mines.

CROWN RESERVE VALUES

It is reported that Crown Reserve has secured values running from $12 to $22. This must be on the 500 ft. level. The last advices were to the effect that a full knowledge of values on this level had not been ascertained, but that as far as sampling had gone they were lower than those of the 300-ft. level where they averaged $7.35.

BRAZILIAN TRACTION

It is pointed out by Sperling & Company of London that a part of the larger revenues now being shown by Brazilian Traction are due to the fact that the revenue from some of the services is payable in whole or in part on a gold basis and therefore larger receipts in milreis are shown in consequence of the decline in Brazilian exchange.

Mining Stock Quotations

Week Ending June 12th

	High	Low	Close	Sales
Apex	3½	3¼	3¼	7,500
Atlas	6¾	6	6	68,000
Argonaut	93½	80	90	100,850
Baldwin G.	12¾	11½	12¼	35,000
Beaver	34¾	33	34½	40,000
Bidgood	18	16⅜	17¾	46,000
Buckingham	14	11	12	30,000
Castle Treth'y	25	24	24⅝	13,500
Chaput Hughes	8	7½	8	7,000
Beatty	20	19½	19¾	15,500
Coniagas	2.90	2.75	2.80	1,000
Cons. W. Dome	28	26	27¼	100,500
Cons. Smelt.	27¾	26	27¾	924
Clifton	24	19	21¾	65,500
Col. Kirkland.	13½	12	12	5,000
Cr. Reserve	61½	55	60½	95,200
Continental	5.38	5.00	5.38	1,200
Davidson Ex. Rights	5½	5	5	6,000
Dome Mines	39.50	37.95	38.75	4,477
Dom. Kirkland	2½	2	2⅛	35,000
Gifford	1	⅞	⅞	12,000
Gold Reef	2⅝	2½	2½	23,000
Goldale	66	55	62	67,800
Hattie	40	34¾	34¾	47,000
Hillcrest, pref.	90	—	—	25
Hollinger	13.50	12.00	13.25	11,897
Hunton	11½	10½	11½	16,000
Inspiration	9½	—	—	5,000
Keora	14	12	13½	25,000
Keeley	1.86	1.75	1.76	4,300
Kirkland Lake	41	40	40	10,700
La Rose	34½	30	32	3,300
Lake Shore	3.58	3.40	3.50	4,900
Lorrain	24½	19	20	161,500
Montreal, Ont.	64½	57½	64	37,000
McEnaney	34	—	—	1,000
McIntyre	19.75	18.20	19.25	10,865
McKinley Dar.	17½	17	17½	12,500
Mining Corp.	2.75	2.71	2.75	2,700
Moneta	24¾	22	24	42,000
Newray	43	38	42	53,150
Nipissing	6.00	5.85	6.00	1,845
Ophir	2	—	—	1,500
Pet. Lake	13⅞	9½	13¾	137,500
Porc. Crown	13½	12	13½	5,500
Pres. E. Dome	12¾	11½	12½	34,000
Teck Hughes	1.48	1.30	1.42	72,050
Timiskaming	42	38	42	83,000
Trethewey	4	—	—	1,000
Thompson Kr.	5	4	5	16,000
Vickers	35	32	34½	48,600
Vipond Cons.	54	49½	51	86,500
Wakenda	5½	5	5½	9,500
Wasapika	7	6½	6⅞	22,000
West Tree	9	7¾	8	41,500
Wettlaufer	11	—	—	1,000
Wright Har.	3.30	3.10	3.30	1,100

TO CONSOLIDATE THE KING EDWARD HOTEL COMPANIES

Plan Expected to Effect Saving of $50,000 in Taxes

Because of the interlocking arrangement between the King Edward Hotel Company and the King Edward Construction Company, there is at present double taxation of the income of the latter company, as paid by the former for rentals, under the Federal Income Tax Act. It is therefore proposed to consolidate the two companies. It is anticipated thereby that there will be a saving of $50,000 a year in taxes and a reduction of general overhead expenses. So far this sum has been met by the hotel company, but it has not been definitely clear that the parent was entirely responsible. Under the proposed reorganization the point will be disposed of. Shareholders of both companies are to meet June 22nd to consider the plan which contemplates the payment by the hotel company of $4,600,000 and assumption of liabilities to about $100,000 for the property of the construction company and the cancellation of $850,000 of the common shares of that company now held by the hotel company. The payment of $4,600,000 will be made as follows:

(1) By the assumption of the first mortgage on the Construction Co. held by the Metropolitan Life Insurance Co., of $1,250,000; (2) by the issue and delivery of 8 per cent. debenture stock, series A, with interest guaranteed by the United Hotels Co. of America, to be exchanged par for par for the outstanding preference shares of the Construction Co., $2,500,000; and (3) by the issue and delivery of 8 per cent. debenture stock, series B, to be exchanged par for par for the outstanding common shares of the Construction Co., $850,000.

If this offer is accepted the Hotel Co. directors will recommend to the shareholders the authorization of new mortgages covering the company's present property and the purchased property to the amount of $3,000,000.

Construction Co. shareholders are advised by directors that such amalgamation will afford relief from the capital liabilities which are overdue and will also give the stockholders additional security in the form of mortgage covering the assets of the Hotel Co. as well as the assets of the Construction. Co. Under the new arrangement, if consummated, the total capitalization of the company will be approximately $7,350,000.

Hotel Company's Year

Shareholders of the hotel company are advised that during the past year the company found it necessary to use a considerable portion of its surplus in order to meet all of its obligations. After providing operating and maintenance charges, and setting aside depreciation reserve of $54,465, the company was required to draw on its surplus to the extent of $112,501 in order to meet its obligation to the King Edward Construction Co. The net result has been that the profit and loss account has been reduced from $117,033 at December 31, 1921, to $4,532 at December 31, 1922, after paying a dividend of 5 per cent. in April, 1922, on the company's common shares.

MERCHANTS' CASUALTY

At a meeting of the board of directors of the Merchants' Casualty Company held at Waterloo on June 8th, E. F. Seagram was elected president of the company and S. C. Tweed, vice-president. The following directors were also elected: R. B. Graham, Winnipeg; J. C. Haight, K.C., Waterloo; Hon. F. C. Biggs and J. F. M. Stewart, Toronto; A. Bauer, Waterloo; J. A. Martin, Kitchener; Hon. H. W. Laird, Regina; E. C. Mitchell, London; E. M. Arnold, Elmira; Thos. W. Seagram, Jas Valentine, Wm. Henderson, W. G. Weichel, and L. M. Fingard, Waterloo.

When Investing

The managers of all our branches are in a position to obtain reliable information for those of our customers who contemplate making an investment. The purchase or sale of Government, Municipal and higher grade Industrial Bonds can be arranged through any branch of this bank. 442

IMPERIAL BANK
OF CANADA
OVER 200 BRANCHES IN DOMINION OF CANADA.

Agents in Great Britain: ENGLAND—Lloyds Bank Limited, London and Branches. SCOTLAND — The Commercial Bank of Scotland, Limited, Edinburgh and Branches. IRELAND—Northern Banking Co., Limited, Belfast and Branches. Agents in FRANCE: Lloyds and National Provincial Foreign Bank, Limited, Credit Lyonnais.

7.18%

The interest rate for 1922 on Great-West Life investments was 7.18%, which accounts for the exceptional profits paid to policyholders.

Write for particulars of actual results of matured policies.

The Great-West Life Assurance Company

Dept. "G" Head Office Winnipeg

Canada Permanent Mortgage Corporation

QUARTERLY DIVIDEND

Notice is hereby given that a Dividend of THREE PER CENT. for the current quarter, being at the rate of

TWELVE PER CENT. PER ANNUM

on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable

TUESDAY, THE THIRD DAY OF JULY

next, to shareholders of record at the close of business on the fifteenth day of June.

By order of the Board.

WALTER F. WATKINS, Secretary.

Toronto, May 23rd, 1923.

$5\frac{1}{2}$% Interest Return

INVEST YOUR SAVINGS in a 5½ DEBENTURE of The Great West Permanent Loan Company

SECURITY

Paid-up Capital $2,414,663.00
Reserves 1,100,000.00
Assets 6,184,420.00

HEAD OFFICE, WINNIPEG

Branches: Toronto Regina Calgary Edmonton Vancouver Victoria Edinburgh, Scotland

Dominion Textile Company
LIMITED

Manufacturers of

COTTON FABRIC

MONTREAL TORONTO WINNIPEG

The Wabasso Cotton Company, Limited

THREE RIVERS, P. Q.

Manufacturers of Fine White Cotton, also Spinners' Fine Counts of Yarns

P. Lyall & Sons Construction Company, Limited

Toronto - Montreal - Ottawa

TRAM MINORITY'S DEMAND A MOVE TO OUST ROBERT?

Probably it is First Step to Change Control of Whole Group

ANOTHER MERGER

Suggested That Closer Union of All Utilities on North Shore of St. Lawrence May Develop in Time

From Our Own Correspondent.

MONTREAL.—There is probably more behind the demand of a strong group of shareholders in Montreal Tramways and Power Company for a meeting of the company than appears on the surface. It is regarded as the first step in a movement that may result in an entire change of control for the Tramways group—the ousting of E. A. Robert from his position as president and directing head and the alignment of Montreal Tramways with an entirely new group.

Montreal Tramways and Power Company is a holding company that controls Montreal Tramways, operating all of Montreal's street railways; Canadian Light and Power Company, developing power and distributing power near Montreal; Quebec and New England Hydro-Electric Corporation, an important power distributing organization on Montreal Island; and one or two other smaller companies. It is years since an annual meeting of the larger holding company has been held, or since shareholders have been favored with financial reports. A feeling of resentment has been smouldering for years against the president, E. A. Robert, and the group associated with him. But the company was incorporated in England, its shares were not listed on the Stock Exchange and Mr. Robert went his way unmolested. Recently a quiet canvass was made of stockholders with the result that signatures of stockholders representing about 20,000 shares of the company's $17,500,000 of outstanding stock were obtained to a petition demanding from the company a special general meeting. This demand was filed with the secretary of the company this week as the initial gun in the battle.

Recourse Against President

Under the English Companies Act and the articles of association of the company the president must comply with the request or the minority shareholders can step in and assume control, it is stated.

That is as far as things have yet developed but beyond the demand for a meeting are indications of much larger developments. The Robert group, it is suggested, may eventually step out of Montreal Tramways as they stepped out of the Quebec Railway situation and stronger interests may assume control. The minority shareholders are already talking of Sir Herbert Holt as their new president.

Certain it is that the linking of the Montreal Tramways with Montreal Light, Heat and Power Consolidated, of which Sir Herbert Holt is president, is not by any means a new idea. Some have discussed a much broader union of utility interests along the entire north shore of the St. Lawrence that would provide closer financial and working arrangements between the Tramways group, the Montreal Power group and the Shawinigan group, the latter now including the Quebec Railway companies and possibly the Laurentide Power Company. Such an amalgamation of interests is hardly likely so long as E. A. Robert remains in control of Tramways, for certainly there is no friendship wasted between himself and the heads of some of the other companies.

A Sound Company

Montreal Tramways is rated as the best managed and financed traction company on the continent. Much of the credit for the present position of the company must be given to E. A. Robert, whose genius conceived the arrangement under which control of fares and earnings rests with a commission under the city while management remains with the private ownership. No one is disposed to deny Mr. Robert credit for this work. But he is considered as rather apt to disregard the rights of minority stockholders. The stockholders of Quebec Railway frankly thought that he was trying to ride rough-shod over their interests when his plans to re-arrange that group of companies became known. Stockholders of the Montreal Tramways and Power Company have felt that he has failed to treat them properly during the past few years. He has given them no information that would enable them to judge of the value of their holdings.

Will There be a Battle?

From the public ownership press of Toronto comes a plaintive cry that if Mr. Robert and Sir Herbert Holt with their respective groups start a battle for dominance of the public utility situation in Montreal, then the public will suffer and will pay the shot. But there has been no war declared between Mr. Robert and Sir Herbert Holt. The present situation is that the minority shareholders of Montreal Tramway and Power have started out to get certain claims recognized. They are ready to go the limit to bring action from the management of Tram Power and if it is necessary to try to line up new interests to take over control of Tramways they will fall in line with any plans of such a nature.

Re-organizing Physical Assets of "Steamships"

From Our Own Correspondent.

MONTREAL.—Canada Steamships Lines is likely to put a series of new boats on its lines as part of a programme to rehabilitate the physical equipment of the company and improve the service. On the trial trip of the new steamer "Richelieu," the president, W. H. Coverdale, stated that this new boat was merely the first step in the re-organization of the company's physical assets. An honest effort to this end was being made, he said, and at the same time the conservation of the company's resources was aimed at.

CONVERTERS EARNS 7.60 P.C.; A SLIGHT DROP FROM 1922

Large Orders on Hand Account for Inventory Increase

From Our Own Correspondent.

MONTREAL.—The annual statement of Canadian Converters that was mailed to shareholders this week shows only a moderate increase in profits, these standing at $202,300 for 1922-1923, as compared with $201,938 for 1921-1922. It was expected from advance reports that higher profits would have been shown but the business conditions of the past year evidently made a substantial improvement in earnings impossible. As larger allowances were made for depreciation and war tax the earnings on common amounted to only 7.60 per cent. as compared with 8.42 per cent. in the previous year and 9.89 per cent. in 1921.

It is understood that the company has substantial orders on hand and these account for the large increase in inventories on hand which stand at $768,655, as against $499,070 a year ago. They are also responsible for the appearance of a bank loan of $90 000 among the company's liabilities.

Many of these orders are on account of the Van Heusen collar, which Canadian Converters now manufactures in Canada. A year ago the company was loaded up with orders for months ahead for these collars. Now with additional machinery that has been installed the advance bookings are not so great and orders are being filled as they come in. Canadian Converters has not only Canadian rights but West Indies rights for the Van Heusen and is not now studying the possibilities of exporting the collars to the West Indies. It is a little over a year now since the company undertook the manufacture of this specialty and much of the 1923 business was on its account.

Earnings Compared

The comparative earnings figures for three years past have been as follows:

Profit and Loss Account

	1923	1922	1921
Net earn.	$ 202,300	$ 201,938	$ 327,457
Bond int.	23,940	23,940	23,940
Dep. res. and war tax	46,551	32,000	182,000
	$ 131,809	$ 145,998	$ 171,517
Dividends	121,345	121,345	121,345
Surplus	$ 10,464	$ 24,653	$ 50,172
Prev. bal.	645,358	620,704	570,532
P.&L. bal.	$ 655,822	$ 645,358	$ 620,704
Earned on stock	7.60%	8.42%	9.89%

Working capital shows a slight increase as this table shows:

Working Capital Account

Current assets	$ 1,109,158	$ 888,444
Current liabil.	360,308	167,952
	$ 748,850	$ 720,492

The balance sheet shows few changes outside of the current assets and current liabilities. Assets on property account are given as $1,903,164, but this item includes good will.

Don't Keep Him Waiting Too Long!

If your book accounts aren't already protected by American Credit Insurance, there's a representative of our Company waiting to call on you.

He won't take up much of your time, his visit won't commit you to any immediate decision, and he has a message that should be of *vital, dollars-and-cents importance* to you.

He wants to come and see you *now*. If you keep him waiting—whether it be an hour just outside *your* door, or a week, month or year inside of his own office—the results may be the same: unexpected, unforeseen credit losses—for *you*.

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G184

British Empire Steel Breaks Coal Records

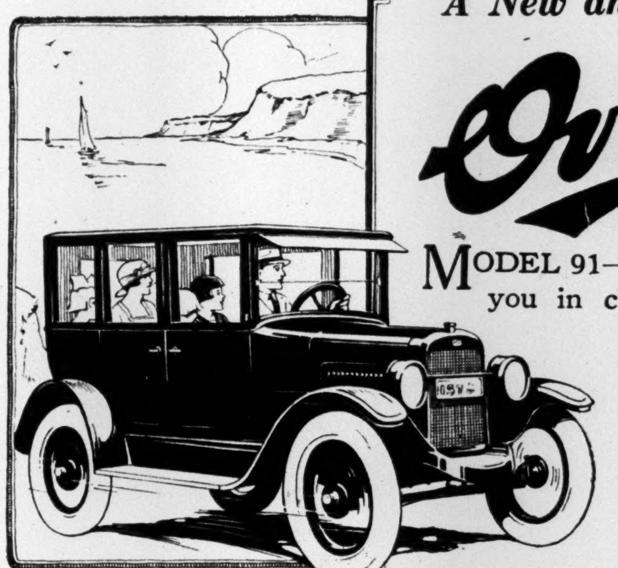
From Our Own Correspondent.

MONTREAL.—Plans of the British Empire Steel Corporation indicate that more coal will be brought from Nova Scotia to Montreal this season than in any previous year. All of the production of the corporation's coal mining subsidiaries is sold up for the summer and more coal could be shipped if it were to be had.

The labor situation is calmer at Sydney mines. The recent threats of an important strike did not materialize but it is realized that the difficulties are but simmering. While freedom from strikes is hoped for it is realized that agitators are still quietly active among the workers in the British Empire Steel plants.

A New and Finer

Overland Sedan



MODEL 91—a greater Overland—comes to you in closed types that embody all essential refinements and combine quality of construction with lowest consistent price.

Here is the Sedan—note its handsome appearance! Its hood high; its lines long. A rich dark blue body with full-crowned fenders in lustrous black enamel. Heavy plate glass all round—and of generous dimensions. The new Overland Sedan also provides the very maximum of comfort and convenience. The four doors are designed for convenience, with windows that can be raised or lowered in an instant. The large glass area means fullest vision.

Riding comfort is further enhanced by the exclusive Triplex Springs.

Perfectly balanced, this new and greater Overland introduces many mechanical advances, notably a wonderfully rugged rear axle unit with a shaft 27% heavier than any other car in the Overland price or weight class—shafts removable without tearing apart the housing.

Sedan $1195

Touring $710
Coupe $1095

Prices are f.o.b. Factory
Taxes extra

WILLYS-OVERLAND LIMITED, TORONTO, CANADA

NICKEL OUTPUT JUMPS ALMOST TO MILLION DOLLARS

Provides Material Increase in Ontario Production in First Quarter

GOLD IS DOWN

Power Shortage at Porcupine Causes Decline—Absence of Gowganda Lowers Silver Output

Northern Ontario's nickel mines are again back in the production column with nearly a million dollars production for the first quarter of the year. They are moving ahead rapidly and this total will likely be materially heavier for the balance of the year.

It is interesting to note that despite the strides forward of the gold mines and the increased output of the Lorraine Camp, that both these leaders of the precious metal group show a decline as compared with the first quarter of 1922. The power shortage at Porcupine was responsible for the decrease in the output of the gold camps, while the fact that the Miller Lake, O'Brien, and Castle of Gowganda, did not ship silver in the first quarter, tell the story of the silver decline.

The total output of metalliferous ores of the province for the quarter is well passed the nine million dollar mark or a little better than two million above the total of 1922's first quarter. The operation of the nickel mines with their output of various metals was responsible for the increase. The figures on production follow:

Product	Value 1923	Value 1922
Silver	$1,792,876	$1,980,099
Gold	4,373,513	4,675,475
Platinum	1,740	
Copper	460,441	1,310
Copper matte	109,875	897
Nickel, matte	507,836	
Iron, pig		178,530
Cobalt, metallic	205,459	75
Cobalt, oxide	268,241	157,906
Nickel, oxide	451,213	7
Nickel, metallic	927,406	129,055
Nickel-cobalt	74,186	68,093
Lead, pig	69,067	35,875
Total	$9,241,853	$7,227,322

The production of the different gold mines for the quarter with comparative figures for 1922 follow:

PORCUPINE	1923	1922
Clifton	$ 2,521	
Dome	1,023,050	923,966
Hollinger	2,210,770	2,755,541
McIntyre	481,064	449,937
	$3,717,405	$4,127,444
Silver	19,902	22,360
Porcupine total	$3,737,307	$4,149,804

KIRKLAND LAKE	1923	1922
Ont. Kirk.	$	$ 9,475
K. L. Prop.	11,984	
Kirk L. S.	70,384	49,260
L. Shore	126,859	152,931
T. Hughes	265,582	138,894
W. Harg.	177,766	197,471
	$ 652,575	$ 548,031

Silver prices averaged 65.854 as compared with 65.06 in 1922. The mine shipments were as follows:

	1923 Ounces	1922 Ounces
Nipissing	910,980	1,309,875
Keeley	530,174	149,867
M. Corp.	310,697	501,781
Frontier	296,601	......
O'Brien		295,654
Coniagas	268,374	438,417
La Rose		129,662

Expect Power From New Company End of June

A letter to THE FINANCIAL POST from New Liskeard, Ont., states that Messrs. Sutcliff & Neelands, who have charge of the operations of the Great Northern Power Company, have their pole lines and other equipment completed, and have been held up for a time on the delivery of transformers. They expect to be able to deliver power close to the end of June. This will mean considerable to the Davidson of Porcupine, the Night Hawk Peninsula of Night Hawk Lake, east of Porcupine, and to the Mattachewan Canadian.

Messrs. Mearu and Beattie, Peterborough, who have secured an important contract in connection with construction of a power plant at the Quinz Dam, are already on the job with a considerable force of men. Heavy supplies are going in to North Temiskaming, and a demand has been sent out for men. They expect that in the fall they will be employing 1500.

OLD B. C. MINE REOPENS

Valuable Ore Shipments From Ruth Sandon Being Made

Another old British Columbia mine that is going to come back is the Ruth Sandon. The property was taken over after liquidation of the British company, formerly owning and operating the mine. Five carloads of ore recently shipped to the smelters gave an aggregate value of $60,000. The ore gave an average value of $128 per ton. The large ore shoot which gave the Silversmith Mine its great name was developed close to the boundary of the Ruth. An extension of this vein may be found to run into the Ruth property. Since operations commenced a new shoot of ore was discovered and is being developed. The Silversmith, it might be pointed out, was formerly the Slocan Star, one of the richest and largest dividend payers in the days of the Slocan boom.

Conducting Experiments Into Iron Ore Process

The Ontario Iron Ore Committee is conducting experiments in the handling and treating of iron ore.

This may or may not be an explanation of the delay in completing the report, quite a portion of which has been ready for some time.

Recently, in speaking at Fort William, Premier Drury announced that he was in possession of a part of the report. The second hint as to the progress of the iron ore probe is contained in the report of the Department of Mines on the production of the first quarter of the present year. It states that the Steel Co. of Canada had a considerable tonnage of Moose Mountain briquettes on hand to be smelted in connection with the experiments being conducted by the Ontario Iron Ore Committee.

PROFIT NOT FIRST CONSIDERATION IN REGARD TO COAL

Production and Transportation at Cost to be Discussed

From Our Own Correspondent.

EDMONTON.—The next step in the direction of getting Alberta coal into the Ontario market is to be a conference in Winnipeg between representatives of the Dominion and provincial governments, the Canadian National and Canadian Pacific Railways, the Fuel Board, and the Alberta Coal Operators' Assocation. This meeting will be at the call of Hon. Mackenzie King, and its purpose will be to compare the cost figures which both the operators and the railways are being asked to submit and then to strike a rate on that basis that will enable coal to be shipped from this province in competition with American anthracite.

It is confidently expected here that a further cut in the freight rate will be made. The $9 rate offered by Sir Henry Thornton is regarded as a tentative figure until the coal operators have done their part in meeting it. The operators, that is to say, will be asked to show the same disposition to meet an urgent situation as the railways have done, and if after they have given a statement of their operating costs it is found that still another cut in the freight rates is necessary, there is good reason to believe that it will be forthcoming. Premier Greenfield will meet the operators in Calgary within a few days from this writing, and then the Winnipeg meeting will shortly follow.

For a time, it is quite likely, profits will have to be omitted in an effort to introduce Alberta coal into Ontario. For the sake of winning that market, in which some missionary work will still have to be done, and of filling what may become an emergency need, it will probably be thought worth while to send coal east, for summer shipment, at cost

RAW MATERIAL HERE FOR MANY PRODUCTS

Fifty Per Cent. of Chinese Imports Made From Canadian Materials

Fifty per cent. of the chemical products imported into Canada are manufactured from raw material of which there is an abundance in Canada. Many of these products can be manufactured in the Dominion to advantage. This is the declaration of Dr. Alfred W. G. Wilson, chief engineer of the mines branch, Ottawa. The views of Dr. Wilson are interesting inasmuch as only recently THE FINANCIAL POST published a statement by Dr. Chas. Camsell, deputy minister of mines, Ottawa, to the effect that Canada's imports of mineral products exceeded the exports by about $190,000,000.

Dr. Wilson is not one of those who goes wildly enthusiastic over Canada's natural resources. He contends that stories of our natural resources are greatly exaggerated, adding that they are of little use unless conveniently located as to market and transportation. Otherwise they could not be considered as an available source of supply. In addressing the Society of Chemical Industry, and the Canadian Institute of Chemistry, he told of many methods of investigation to find opportunities for the development of raw product industries. He gave a wealth of suggestions. He declared that practically all industry was based on two things, human requirements and raw material. Politically and economically mining was the most important industry in which Canada was engaged.

Strips Labrador Rush of Considerable Glamor

One Labrador enthusiast, J. L. Hayne, vice-president of Labrador Gold Fields, has the temerity to come out and picture conditions, trials and tribulations that must be faced by those thinking of joining in the rush to the alleged placer fields. He strips the whole proposition of its glamor and presents a picture of cold facts.

He says that those talking of joining in the rush have no conception of the difficulties in the way or the conditions which obtain in Labrador. He pictures the country as most inhospitable and forbidding. Inconvenience and hardship will be encountered. To those who expect to get in and pan a fortune of gold overnight, he tells of the delays to be encountered. Nothing can be done until surveys are made, besides, he adds, no one knows anything about the size of the area in which gold is to be found. Only drilling will show this and it will take considerable time.

DOME'S COSTS IN MAY LOWEST IN HISTORY OF MINE

Cost of Treating Ore Falls to Well Below Half of Ore Value

The explanation for the recent severe decline in Dome Mines stock was given at the annual meeting. It was due to two factors; one was a movement on the part of some 200 shareholders in Rochester, controlling about 65,000 shares, who were not satisfied with what they termed the one-man control of President Jules C. Bache. The other was the fact that operations in the southern portion of the property had run out of ore. A body of porphyry has been encountered on the 12th level and apparently this body marks the downward limit of the sediments in the hanging wall zone of the mine. This means that the porphyry has cut in between the sediments and the greenstone below. In discussing this, General Manager De Pencier told the meeting that he thought this porphyry was several hundred feet thick. However, he reminded the shareholders that the wall rock of the Dome has always been different from that of the other mines of the camp. Now, he said the Dome was into a formation similar to that in which the other mines were getting their ore. The mine was in a good position and could maintain its output while it went ahead and solved the problem facing it. He was satisfied that he would get ore from the section. There was ample time to meet and deal with the situation.

The Rochester shareholders did not kick up much of a fuss. They had their say through a representative. Pres. Bache termed them mostly unfounded inuendoes and in one motion the whole affair was cleaned up.

As was expected, the stock will - $4 a year dividend from now on and the stage was set for the directors to proceed with the splitting of the stock, four new for one old, when they think it opportune to do so.

Dome earnings for May were announced as follows:

Production	$ 355,337
Costs	154,289
Profit	$ 201,047
Op. reserve	17,097
	$ 218,144
Bond interest	11,339
	$ 229,483
Recovery per ton	$9.44
Cost per ton	4.09
Profit per ton	5.35½

Costs as given above were said by the manager to be lowest in the mine's history.

INTEREST TURNS TO NORTH WEST ONTARIO

More Activity Than in the Past Dozen Years—Many Prospects

More interest in North Western Ontario mining is being taken at present than in any time in the last dozen years. This area is bound to come back, as there are hundreds of properties giving indications of holding sufficient gold to the ton to permit working at a profit, provided every device to keep down expenditure and save each possible per cent. of the precious metal be taken.

The Mikado is quiet, though the pumps are kept going, and it is understood machinery is to come in shortly for the new mill, when the men who have been laid off expect to be replaced on the pay roll. The success of this property depends apparently entirely upon the financial resources behind its attempted re-working.

A most promising feature of the situation is that new men, and these some of the strongest financially in the Dominion, are inspecting properties. They do not look for bonanzas, such dreams of a cruder age have passed; what they would be content with might, not show more than an occasional speck of the yellow metal. If a prospect should go $8 a ton, over a width of ten feet and with a sufficient surface exposed to indicate tonnage, it would be taken under option, although possibly not at as many millions as the vender would like.

Next month several engineers are expected whose duties will be to examine and report upon properties surrounding the big lake. In case of favorable reports it will be quite possible to do a lot of exploratory work during the long summer, and to get nice and snugly underground before Keewadin makes his bow next November.

One well known Winnipeg prospector, whose name has been associated with properties in Rice Lake and Bird river took out a bunch of Ontario licenses. He intends going into a region just north of the English river which was the scene of a mild stampede a couple of summers ago. The ores are said to be identical with those brought last autumn from Red Lake. Claims at the latter camp are being kept in good standing and several miners are returning to their properties to have a good look-see, and to determine once for all if Red Lake is to rival Cobalt or to be a flash in the pan.

Executive board of American Gas Association announces $650,000,000 additional capital must be invested to enable American gas companies to meet demands on their service.

$25,000,000

Austrian Government Guaranteed Loan

1923-1943

Seven Per Cent. Sinking Fund Gold Bonds

Dated June 1, 1923 — **Interest payable June 1 and December 1** — **Due June 1, 1943**

Subject to redemption at par as a whole on any interest date after June 1, 1934, and in part through the Sinking Fund in any year. Coupon Bonds in denominations of $1,000, $500, and $100.

Principal and interest payable in New York at the office of J. P. Morgan & Co., in United States gold coin of the present standard of weight and fineness, without deduction for any Austrian taxes, present or future.

Guaranteed severally as to principal, interest and redemption payments, in the proportion stated below, by the Governments of Great Britain, France, Czecho-Slovakia, Italy, Belgium, Sweden, Denmark and Holland.

Before each issue forming part of the Loan is made, every guarantor State will deposit with the National Bank of Switzerland in the name of the Trustees its own bonds of like tenor and currency to cover the amount of its guaranty in respect of such issue. Thus, dollar bonds of the several States by which the service of this issue is guaranteed will be held by the National Bank of Switzerland in the name of the Trustees.

These Bonds are part of an International Loan to be issued in Great Britain, France, Italy, Switzerland, Belgium, Holland, Sweden, Austria and the United States of America in bonds of various denominations and in various currencies for amounts sufficient to yield in the aggregate an effective sum equivalent to 630,000,000 Austrian Gold Crowns, or about $126,000,000.

The Bonds are to be secured by a first charge on the gross receipts of the Austrian customs and tobacco monopoly, which, for the first five months of 1923, have been at the rate of 150,000,000 Austrian Gold Crowns (about $30,000,000) per annum, whereas interest charges and sinking fund sufficient to amortize the Loan by maturity will not exceed 67,000,000 Austrian Gold Crowns (about $13,600,000) per annum.

The Austrian Government covenants to pay during the life of the Loan a fixed annual sum which, after deducting the annual interest on the Bonds at the time outstanding, is to be sufficient to redeem the entire Loan in annual installments by maturity. The quota available for amortization of the American issue, increasing from about $600,000 in the first year to about $2,200,000 in the last year, will be used in the redemption of Bonds of the American issue by lot at 100% and accrued interest, or, if the Austrian Government should so elect, in the purchase of Bonds in the market, if obtainable at less than 100% and accrued interest.

GUARANTIES

Of the total authorized Loan, bonds to the amount required to yield an effective sum equivalent to not more than 585,000,000 Austrian Gold Crowns (of which the present issue of guaranteed dollar bonds forms part) are guaranteed as to principal, interest and redemption payments by the undermentioned States to the extent in each case of the proportion stated:

Great Britain	to the extent of 24½%	Belgium	to the extent of 2%
France	" " " " 24½%	Sweden	" " " " 2%
Czecho-Slovakia	" " " " 24½%	Denmark	" " " " 1%
Italy	" " " " 20½%	Holland	" " " " 1%
Total	100%		

In addition to the sum of 585,000,000 Austrian Gold Crowns thus obtained, a further amount of upwards of 45,000,000 Austrian Gold Crowns will be made available through advances to be made by the Swiss and Spanish Governments as part of the authorized total of this Loan. These amounts together are now estimated to be sufficient for the requirements of the Austrian Government. The advances above described will rank equally on the pledged revenues, but will not have the government guaranties.

WE OFFER THE ABOVE BONDS, SUBJECT TO PRIOR SALE, AT 90% AND ACCRUED INTEREST, TO YIELD OVER 8 PER CENT.

All orders will be received subject to the issue and delivery to us of the Bonds as planned, and to the approval by our counsel of their form and execution. The right is reserved to reject any and all applications, and also, in any event, to award a smaller amount than applied for.

Amounts due on allotments will be payable at the office of J. P. Morgan & Co. in New York funds to their order, on or about June 26, 1923. Trust Receipts will be delivered pending the preparation of the definitive Bonds.

Application will be made to list these Bonds on the New York Stock Exchange.

Complete descriptive circular may be had on application to the undersigned

J. P. Morgan & Co.
First National Bank, New York
Guaranty Company of New York
Kidder, Peabody & Co.
Harris, Forbes & Co., Ltd.

Kuhn, Loeb & Co.
The National City Company, Ltd.
Bankers Trust Company, New York
Lee, Higginson & Co.
Dillon, Read & Co.

As all of the above Bonds have been sold, this advertisement appears only as a matter of record.

June 11, 1923.

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Trustee Department
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There is no change in the ruling by which Billy-Doo saves 2c on all mailed receipts of $10.00 or over, and will not be for at least six months, if then. Meanwhile let Billy-Doo pay tax for you, we save cost of envelopes and addressing them.
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50 Loew's London Pref.
25 Loew's Buffalo Pref.
100 Imperial Steel Corp. Common at $5.50
200 K. & S. Common
75 Durant Motors
25 Tor. Pantages Com.
50 Eastern Theatres Pref.
100 English Electric, with 40% bonus
Will Sell
75 Loew's London Com.
25 Loew's London Pref.
100 Loew's Buffalo Com.
25 Loew's Buffalo Pref.
300 K. & S. Com.
3,000 K. & S. 7% Bonds.
50 Durant Motors
72 Ham. Theatres Com.
5,000 Mount Royal Debentures with 30% bonus of Com. Stock.
50 Imperial Steel Corp. at $5.75.
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Active quotations maintained on all unlisted securities.
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JACOBS BROS., 15 Toronto Arcade.

MONEY, BANKING AND EXCHANGE

HISTORY PROVES UNSOUND TO FIX INTEREST RATES

Interesting Statement Before Committee at Ottawa

Considerable debate in the Banking and Commerce committee arose over the attempt to fix at seven per cent. the rate that a bank may charge on loans, or discounts. It was on this that the Progressives put up possibly the hardest fight and on which they showed most feeling. It was also the subject on which Hon. H. H. Stevens made undoubtedly the most effective address during the sessions of the committee. He was congratulated by all, even by those who differed strongly from him.

From their own standpoint, the western members had made out a strong case against high interest and discount rates. They proved beyond a shadow of doubt that in some places in Alberta 10 per cent. and over is being charged, and it was generally agreed that farming could not be made profitable under these conditions. The western members admitted that perhaps they might not be tackling the subject in the most effective way; but they generally agreed that they could see nothing for it but to fix a maximum rate.

Among those who have opposed the views of the western members generally there has perhaps been too strong a tendency to make light of appeals to general principles, to citations from authorities or to the literature on banking and finance. They have laid very great stress on what they claimed to be the practical side of banking, and have been inclined to dismiss the mere theorists, as they call them.

But the member for Vancouver did not do this. Thoroughly versed in the subject of banking and interest rates, for he has made a close study of it and kindred subjects for over ten years, he began his argument with historical references, which showed clearly that he knew what he was talking about from the standpoint of the experience of European countries. He also backed this up with some very striking passages from Adam Smith.

Question of Advisability

The leading thought he developed was that it was not merely a matter of lowering the cost of money to the public, but could this be done by statutory enactment? Was it advisable to adopt such a method? He laid down the sound principle that any system tried over a period of years should influence action on the subject, and then referred to the clear distinction made by Bacon in his famous essay on Usuary, between statutory and mercantile interest, the former being the rate allowed by law on judgments, the latter the charge for money loaned to others using it that they might make more money. He then pointed out that it was the growth of the latter practice that had changed very materially ideas on the propriety of interest.

Attention was drawn to the fact that from the days of Henry VIII in England to 1854 no less than forty laws had been enacted against usuary, the enactment of further legislation of this nature being discontinued because of the recognition of its futility. Adam Smith was then cited to show that where much can be made by money, much will be given for it. The general conclusion was that attempts to fix the rate of interest defeated themselves, and that while it was desirable that they should be kept within bounds, still experience had shown that this would have to be done by other means than by statute.

To fix the rate of interest would also interfere with the free exchange of negotiable paper, which was out of the question. Large firms had to finance at times through the issue of notes, and to say that this could be done above a given rate was absurd. The rate would have to be determined by conditions, rather than by statute. If the rate were fixed banks could not buy paper at a higher rate than seven per cent. If such a law were passed in Great Britain then the Bank of England would be prevented from raising its rate above seven per cent. which was out of the question.

Would Hit Small Banks

Mr. Stevens also showed that if the rate were fixed at seven per cent. the small banks would be the hardest hit, for from the very nature of things they were restricted to small business. On the other hand the big banks could send their money abroad, and thus through their extensive connections had many more ways of earning than this smaller competitors had. Thus the fixed rate would most hurt those whom it was reasonable to suppose was least desired to hurt.

Mr. Stevens, while strongly opposing the proposal respecting the interest rate, was constructive in his attitude towards the situation on the prairies. He expressed the opinion that out there was a situation that had to be dealt with, the farmers being laden down with debts calling for long term liquidation. But this, he contended, was really not banking business. These debts should be taken care of through amortized loans. With the banks co-operating with the governments together with the agricultural interests of the West, a scheme to take care of the situation could be worked out, and should be undertaken.

Montreal

Edward G. W. Bell, manager of the Portage la Prairie branch of the Bank of Montreal, has been appointed manager at Weyburn.

Bank Collection is Not Tip for Bell Boy

In considering the Bank Act before the banking committee, criticism was offered that 15 cents was too high a charge for collections. Mr. Fielding effectively pointed out that 15 cents was little enough for the service rendered. "Why a hotel boy will hardly accept 15 cents for a tip now," he remarked.

Parish Priests Bless New Hochelaga Branch

From Our Own Correspondent.

MONTREAL.—When a new branch was opened for La Banque d'Hochelaga in the parish of St. Madeleine d'Outremont, the parish priests, Rev. Father J. C. Lacasse and Rev. Father Pineault, were present and blessed the new organization in its work.

The branch, which is at 1311 Bernard Avenue, is the first bank in the parish. It will be under the management of J. A. Gagnon, ex-manager of Varennes branch, assisted by E. Rehaume as accountant and C. Cote as assistant accountant.

The ceremony was attended by J. A. Vaillancourt, president of the bank; Beaudry Leaman, general manager; J. C. Thivierge, comptroller; O. Deguise, superintendent of buildings; H. George Gonthier, director of publicity, and other officials.

Bank Branches Reduced By Five During May

A net loss of five branches for the month of May is reported by the Canadian chartered banks. Fourteen branches were opened during the month and nineteen closed. The Royal was the most active, opening six branches in Havana, while the Provinciale opened four in Quebec. Following is a list of the branches opened and closed during the month:

Opened

Hochelaga.—Ste. Madeleine, Montreal, 1311 Bernard St.
Home.—Scarboro Junction (sub. to Danforth and Main, Toronto).
Nova Scotia.—Havana, Cuba.
Provinciale.—St. Mathias, Lachute Mills, Danville, St. Etienne des Gres, Que.
Royal.—Obispo y Aguiar, Ricla (Muralla), Lonja del Comercio, Avenida de Italia, Manzana de Gomez, Cuartro Caminos (Monte 337) Havana.
Toronto.—Yonge St., and Belsize Drive, Toronto.

Closed

Commerce.—Attercliffe, Ont. (sub-agency).
Hochelaga.—Riviere Bleue, Que. (sub-agency).
Home.—Mount Brydges, Ont.
Montreal.—Dugald, Man.; Aldersyde, Amisk, Hayter, Heisler, Mecheche, Metiskow, Rowley, Alta.
Nationale.—St. Zacherie, Que. (sub-agency); Lac-a-la-Croix, Que. (sub-agency).
Provinciale.—St. Elie, Que. (sub-agency).
Royal.—Redcliff, Alta; Sangre Grand, Trinidad; Bolton, Ont.
Union.—Sandy Lake, Man.; Solsgirth, Man.

Garnishee Effective On One Branch Only

An amendment to the Bank Act, limiting a garnishee to funds only in the bank where the garnishee order is served, has been passed by the Banking and Commerce Committee. The Deputy Minister of Justice has expressed the opinion that parliament has power to make such amendment.

ADVERTISERS' CONVENTION

John Cowan, publicity officer of the Toronto General Trusts Corporation was again elected Canadian director of the Financial Advertisers' Association at the annual convention in Atlantic City. The convention was attended by over 400 representatives of trust companies and banks of United States and Canada. Among delegates were: P. D. Wilson of the Waterloo Loan and Savings Company, Miss Jackson, Union Trust Company; C. P. C. Downman and C. E. Bourne of the Royal Bank of Canada, and C. E. Elvins of the Imperial Bank of Canada.

Sterling

The Sterling Bank announces the following staff changes: A. F. Sharpe, transferred to Cornwall as accountant, replacing W. B. Davidson, who has been appointed manager at Zephyr; R. E. Nicholson of Uxbridge, transferred to Winnipeg; C. M. S. Adam, transferred from Palmerston to Orangeville as accountant, replacing O. H. Robinson, transferred to Uxbridge; W. A. Hay, appointed manager at Lansing, replacing C. O. French, transferred to head office credit department.

Weekly Bank Clearings

(In Comparison With Same Week Last Year)

EASTERN CITIES

	June 7, 1923	Change	%
Montreal	$111,723,382	+$15,250,260	15.8
Toronto	98,348,194	— 4,172,999	4.1
Ottawa	7,965,460	— 1,445,005	15.3
Quebec	5,993,820	— 523,316	8.0
Hamilton	5,977,783	— 268,509	4.3
Windsor	4,537,707	+ 1,427,357	45.9
Halifax	3,299,296	— 666,080	16.8
St. John	2,460,817	— 362,0[illegible]8	12.8
Kitchener	1,355,905	— 118,780	8.0
Brantford	1,076,407	— 164,424	13.2
Moncton	946,635	— 178,285	15.8
Sherbrooke	858,447	— 121,638	12.4
Peterboro	858,618	+ 89,512	11.6
Kingston	687,399	— 57,739	7.7
Total East	$246,089,870	—$ 8,688,286	3.6
London	4,444,400	....	

WESTERN CITIES

	June 7, 1923	Change	%
Winnipeg	$ 47,423,559	+$ 7,901,491	19.9
Vancouver	14,028,872	— 417,114	2.8
Calgary	3,937,260	— 690,903	14.9
Edmonton	4,631,714	— 518,782	10.1
Regina	3,340,535	+ 250,279	8.1
Victoria	2,069,362	— 262,891	11.2
Moose Jaw	1,140,728	+ 13,961	12.4
Ft. William	865,663	+ 12,396	1.4
Brandon	590,021	+ 624	.1
New Westm'er	478,379	— 110,486	18.7
Lethbridge	453,641	— 40,74[illegible]	8.2
Pr. Albert	387,156	+ 18,[illegible]	4.9
Medicine Hat	298,140	— 45,022	15.8
Total West	$ 79,645,030	+$ 6,110,965	8.3
Grand Total	$325,734,900	+$14,799,251	4.7
Saskatoon	1,476,274		
Yr. to Date	$6,807,316,788	—$157,921,053	2.2

BANK CONTROL OF HOLDING COMPANIES

Bankers' Association Says That Merchants Bank Defied the Bank Act

There was a very interesting discussion before the Banking Committee at Ottawa, on the right of banks to hold real estate in their own name or through holding companies. G. Edwards, who investigated the affairs of the Merchants Bank for the government, said that that institution had three holding companies, the Merchants Municipal Corporation, the Bankers Trust Co. and the Land Securities Corporation. The question of the right of a bank to operate a trust company was questioned, and Secretary Ross, of the Bankers' Association, ventured the opinion that the trust company controlled by the Merchants was absolutely illegal. He was, however, glad to say that was the only bank to hold stock in a trust company. Mr. Ross also expressed the view that it would be improper for a bank to have a corporation to hold parcels of property for any length of time and thus defeat the intention of the Act.

Mr. Fielding expressed the opinion that too much money was being locked up by some banks in real estate; at the same time it was advantageous for a bank to have a good site.

Wholesale Smuggling Cripples Canadian Trade

That a great smuggling organization with heavy financial backing is in existence and that its operations are creating a national scandal, is declared in the report of the Tariff Committee of the Canadian Manufacturers' Association. Smuggling of manufactured goods, particularly of silk fabrics and silk garments, into Canada has reached alarming proportions, it is said. In spite of the efforts of the government only a few of the offenders have been convicted and these, generally speaking, have received very light punishment. The committee points out that these smuggled goods, some of them obviously stolen and paying no duty are driving similar Canadian goods out of the market, thereby crippling Canadian industries and depriving Canadian workmen of employment.

Details of Increases in Debt of Ontario

A statement recently issued explains the increase in the public debt of the Province of Ontario by $143,351,213 from $97,572,781 in October, 1919, to $240,923,995 in the same month of 1922.

The increase is accounted for by the following advances:

Hydro Electric	$71,448,405
T. & N. O. Railway	3,318,756
Highways Construction	36,989,615
Northern Development	3,778,119
Public Buildings	3,826,096
Colonization Roads	1,002,813
Lands and Forests, etc.	1,400,742
Public works	821,496
Purchase succession duty free bonds	6,670,860
Housing loans to municipalities	6,254,319

How Bell Telephone Sells Long Distance

From Our Own Correspondent.

MONTREAL.—As part of its campaign to further the use of long distance for selling, the Bell Telephone Company has issued a booklet giving the names by towns of hardware dealers, furniture manufacturers, and other dealers in a number of classifications, together with their local addresses and telephone numbers. The lists cover Ontario and Quebec where the Bell Telephone is operating. The lists will be distributed to manufacturers with the advice that they use them for selling by long distance.

Says Reports Regarding Hebredians Not Accurate

From Our Own Correspondent.

OTTAWA.—Hon. Charles Stewart, Minister of Immigration and Colonization, has received the following report from Alberta regarding the Hebrideans who went west to settle there:

Sensational reports in House inaccurate. Nineteen families arranged for on farms, and only six civilian families at Red Deer waiting to be placed. It is expected to have these civilian families settled immediately. Farms have been selected for them. Balance of party are ex-service men in training on government farm who cannot be placed until qualified by Soldier Settlement Board. All are well fed and well housed.

Exchange

NEW YORK FUNDS

June 7—Funds opened at 2 3-16 and closed at 2 7-32.

June 8—Opening at 2 3-16 funds touched a high of 2¼, and closed at 2 7-32.

June 9—Funds opened at 2 9-32, rose to high of 2 11-32, closing at 2 5-16.

June 11—Funds opened unchanged at 2 5-16, touched a high of 2 13-32 and closed at 2 3-8.

June 12—Funds opened unchanged at 2 3-8, and closed at 2 13-32.

June 13—Opening at 2 13-32, funds rose to a high of 2 15-32, closing at 2 7-16.

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
June 7	4.61⅞	6.45½	4.67½
June 8	4.61¼	6.42½	4.66
June 9	4.61¼	6.39	4.64
June 11	4.61¼	6.44½	4.65
June 12	4.61⅜	6.40	4.64
June 13	4.61¼	6.37	4.64¼

New Issue
$3,155,000
Province of Saskatchewan
Twenty Year 5% Refunding Bonds
Dated: June 15, 1923 Due: June 15, 1943
Principal and interest payable in United States funds at holder's option, which is an attractive feature.
Population: 757,510 Area: 161,088,000 Acres
The Province of Saskatchewan has the SMALLEST PER CAPITA DEBT of any of the Canadian provinces west of Ontario. It is one of the most prosperous provinces in all Canada, producing annually over 60% of the Canadian wheat crop and grain products.
These bonds carry our recommendation.
PRICE: 99 and accrued interest, yeilding 5.08%.
Write for full particulars
Æmilius Jarvis & Co. LIMITED
Established 1891
Ottawa, New York — 293 Bay St. Toronto — Montreal, London Eng.

THE ROYAL TRUST CO.
Winnipeg
is offering for sale, subject to a reserve bid, by public auction on the twenty-second day of June, 1923, in front of the Court House, Taber, Alberta, the property of
The Canadian West Coal Company, Limited, of Taber, Alberta
the property to be offered for sale is fully equipped to produce 1,000 tons of coal a day. It is conservatively estimated there is a deposit containing over twenty-five million tons of marketable coal.
The Company is the owner of approximately 2,103 acres of surface rights and 10,977 acres of coal mining rights.
The assets have been valued at one million two hundred and ten thousand dollars, including approximately, one hundred and thirty-five thousand dollars owing under agreements for sale in respect of 2,520 acres surface rights sold.
For particulars apply to—
THE ROYAL TRUST CO.
436 Main St., Winnipeg, Canada

"A vital necessity in our business"
—Long Distance
The President of one of the largest investment houses in Canada writes: "In our business Long Distance is a vital necessity. In fact we would hesitate to contemplate operating without it. In many instances it must be used in preference to even private telegraph wires. The service is of maximum efficiency and utmost satisfaction."
Our managers will gladly co-operate with you in promoting sales by Long Distance.
Frank Kennedy,
Manager
THE BELL TELEPHONE COMPANY OF CANADA
Every Bell Telephone is a Long Distance Station.

STOBIE, FORLONG & CO.
MEMBERS TORONTO STOCK EXCHANGE
10-12 King Street East
TORONTO
HAMILTON BRANTFORD KITCHENER OSHAWA
Private wires connecting all offices with Montreal and New York

Victims of Bankrupt Curb Brokers

An attorney for our Legal Service Bureau is in New York investigating the Jones & Baker and L. L. Winkelman & Co. failures and other curb stock houses suspected of fraudulent stock operations.

We are doing this for TWO REASONS:

1. To learn how much of their losses can be recovered for victims of these failures.

2. To learn the real status of those curb brokerage houses which are under suspicion.

We will send, without charge, on request to clients of the bankrupt houses and to those who have dealings with the other curb concerns, the information we obtain.

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Toronto Address
309 Manning Chambers
Phone Adel. 1566
Head Office, Detroit

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Charter of Securities Corporation, bearing excellent title, but unknown to public.
Box 85, Financial Post

Dome Mines

NOW that the Annual Meeting of this Company's shareholders has been held, many of the uncertainties which have heretofore existed have been removed.

We have prepared a special bulletin on this Company, which outlines its prospects very fully.

If your name is not on our mailing list, write for your copy to-day. Free for the asking.

HOMER L. GIBSON
AND COMPANY
Bank of Hamilton Bldg.
TORONTO

Before Investing Consult the

Oldest Bond House in Canada

Underwriting and dealing exclusively in Government, Municipal and Canadian National Ry. Debentures.

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Limited. *Estab. 1888*
36-38 King St. East, Toronto

The dependability of our advice is guaranteed by our reputation as dealers in bonds only for over 35 years.

WESTERN BOND ISSUES

We Specialize in Western, Provincial, Municipal and School Bonds

Lougheed & Taylor, Limited
CALGARY, ALTA.

BARRISTER & SOLICITOR

anxious to discontinue general practice with uncertain future in favor of position with institution where industry and loyalty will be rewarded and where there is a future. Knowledge of French; good correspondent. Age 30. Box 84, Financial Post.

SECURITY—*THEN PROFIT*
A·ANGUS MACDONALD & COMPANY
Investment Securities
C·P·R· BLDG· TORONTO

FINANCES OF PERTH

The town of Perth will this year redeem some $21,000 of bonds although few additions will be made to the debt. Last year $19,000 of bonds were paid off and $5,000 of debentures were issued. These were sold through Tom Farmer, of Perth, fiscal agent for the town.

The assessment shows an increase of about $75,000 this year. The debenture debt totals $452,075 of which $52,673 represents the property owners' share of local improvements and $193,887 hydro and waterworks debentures.

NEWS AND VIEWS FOR MANAGERS

WHY BANKS MUST PREVENT LOANS FROM FREEZING

Prevents New Loans and Causes Stagnation of Trade

David Harum, that shrewd and genial old horse trader, said that all there was in banking was lending your money and getting it back. In practice the first is easy; the second comes harder unless the borrower is both able and willing. He may be willing but there are physical limits to his ability, and, unless he is willing it is usually possible to find a way to evade payment, in part at least.

The essential point about a bank advance is that it is a contract of which the bank fulfils its share when it advances the money and the borrower fulfils his when he pays the sum agreed at the expiration of the term. This is true whether the advance is by direct loan, or through the discounting of trade paper, and whether the advances on single transactions are made under an authorized line of credit covering a definite period. When a contract is entered into it may be assumed that all parties thereto are willing and the main point to be decided on by each of them is whether the other parties will be able to carry out the terms agreed on. This ability must be decided before the contract is executed. A man building a house will not give the contract to one he thinks may not be able to complete the work, and to ensure the fulfilment and to protect himself in case of accident, he always stipulates that a certain percentage of the money due under the contract shall not be payable until the work is finally completed. This is the usual course and excites no comment. It is only where a contract involves the advance and repayment of money that loose terms are tolerated, and where efforts to enforce terms which have been agreed to, cause hostile criticism.

Banker as a Merchant

To avoid this the banks endeavor to assure themselves particularly of the ability of the borrower to carry out his part of the contract. One reason, of course, is to ensure the safety of its loans, but the other, which is not as thoroughly appreciated, as it should be, is that, unless the bank obtains payment of its advances as arranged, it cannot adequately perform the duties to the community for which it was organized. A bank does not create credit except temporarily and to a very limited extent. It buys and sells credit, buying credit when it takes deposits, and selling it when it makes a loan or discounts a note, and the same principles of merchandising which govern the operations of a merchant govern the operations of a bank. Like him it must buy before it can sell, and it must pay for what it buys on terms agreeable to those from whom it buys, its depositors. Like the merchant, its sales of credit depend on the amount of credit it can purchase, and its deposits, therefore, mark the limit of its resources. In order to make a profit, without which it cannot remain in business, it must keep its resources as fully employed as possible, i. e., its loans must be as large as its resources can stand. It cannot use all its resources in this way as a certain percentage must be held in cash, specie and Dominion of Canada notes, to honor the demands made on it from day to day by its depositors, and unlike the merchant it cannot ask an extension of a day from its creditors. It must pay on demand or close its doors.

When Credits Freeze

Now all classes of business men in the country are entitled to the same consideration in respect of their legitimate credit requirements, and as the supply is limited it follows that, if all classes are to receive consideration, this available credit must be used to assist the financing of active business operations only, so that as one class of operations is completed, the funds will be released for use by the next in turn entitled to accommodation. All business is seasonal in its needs for bank credit; borrowing when stocks are being accumulated, and paying off these advances when the stock is being sold. The various classes of trade have their "peaks" at different periods of the year, and this fact permits the use of the available credit in the country by each class of trade in its turn, when trade is normal this movement of credit is fairly regular, but when for one reason or another it is interrupted, and payment is not made as anticipated, the result is that it becomes more difficult for the banks to provide the funds for the next class entitled to accommodation in its turn. A panic is merely an acute form of this condition which affects the business body just as a congestion of any part acts on the human body by interfering with the circulation.

The necessity of anticipating and providing for fluctuations in this ebb and flow of credit, as well as providing a margin for unforeseen contingencies, even in normal times, makes it imperative that the bank investigate thoroughly all applications for credit, and when the credit is being availed, keeping closely in touch with operation of the business, to see that the funds it provides are used for the purposes for which they were advanced. The bank funds are at stake, and it has a right to say how they shall be used. It has had to obtain the funds from its depositors in order to make the loan, and has agreed to pay for them on certain terms, which it must carry out, and to do this must make certain that those to whom it intrusts these funds carry out their agreements with it.

SMALL CHANGE AS DEPOSIT BUILDER

How One Eastern Manager Has Added to Funds in Savings Accounts

"Encourage small deposits," is the motto of one bank manager in a fair-sized city of the Maritime provinces. He has a method all his own and this is how he has achieved success in inducing more individual deposits in his bank than obtained at any other of the local banks within the past six months.

When this manager was transferred to his present location two years ago, he was not satisfied with the number of depositors in the savings department. For some time, the different mediums he devised to encourage small deposits wrought improvement not only in the number of depositors but in the number of deposits. But the improvement was not of sufficient importance to satisfy this manager. He felt that much greater increase should be shown.

He then decided to campaign in this wise: He had some cards printed, of large size. Printed on the cards were:

FOUR QUARTERS
OR
TEN DIMES
OR
TWENTY NICKELS

Make a dollar towards your financial independence.

These cards he placed in conspicuous locations about the bank. He also utilized the advertising columns of the local newspapers. One of his advertisements read:

There is a Fortune in small change.
A fortune is thrown away daily, all in small change.
In the morning there is a jingle in the pockets.
At night the jingle is gone.
It is gone to make others rich.
Let us keep it for you and pay you interest.

The cards and the advertisements proved efficient in attracting many new depositors to the bank and in stimulating interest in their accounts on the part of depositors who had been seldom visiting the bank.

STANDARD PLAN SCHOOL SAVINGS

American Bankers' Association Believes That Way to Thrift is by Teaching Child

A book on school savings banking has just been published for the American Bankers' Association. The text was prepared by the Savings Bank Division of the Association under the direction of a special committee on school savings banking method. In addition to general discussions of the educational aspects of thrift and savings, it presents the standard method for conducting school savings banking systems approved by the Association. The preface by the committee says:

"The conviction is growing among our people that if thrift is to become general, we must begin to train the child while he is in school. The thought is that by wise organization of school savings banking as an educational project the habit of thrift may be inculcated, even before the pupil is old enough to grasp its full significance. By periodical repetition of the art of saving according to ability, the pupil can thus be led to develop a desire to save, an intention to have something to save, and a determination to avoid thriftless expenditures and waste in general.

"Reports from both successful and unsuccessful projects seem to indicate three requisites for any school savings plan. First, every pupil should be a regular participant in the school banking system, just as everyone participates in the reading lesson. We can presume that there is no child in school who cannot earn and deposit at least one cent per week. Second, no effort to divert this work away from banking and into investments or sales schemes of any kind should be tolerated; the child mind lacks the ability to judge of investments. Third, the success and value of each installation cannot be measured or determined without accurate records of results.

"The method adopted by the American Bankers Association provides for careful differentiation of responsibility between the teacher and the banker. The responsibility of the banker is to protect the child's nickel as carefully as the balance of the prosperous adult. The method here set forth is so ordered that moral and legal responsibilities are identical. It follows banking practice throughout. No deposit is too small or too large and is never in inconvenient form. Each penny is definitely and accurately accounted for as the property of the individual depositor. The teacher, meanwhile, is by this method freed from unaccustomed details of bookkeeping and enabled to give her attention to correllating the bank work with the school work, and to disabuse the children of any idea that banking is merely a childhood game."

The scope of the book is indicated in the following topics treated in the various chapters: The Economic Reasons for the Encouragement of Thrift; Educational Values in School Savings Banking; The Teaching of Thrift—The Banker-Citizen Viewpoint; The Teaching of Thrift—The Educator's Viewpoint; Statutory Provisions; The General Movement—With Statistics; The American Bankers' Association Method—Installation; The American Bankers' Association Method—Description; Pupil Organization; Serving School Depositors During Vacation; High School Credit for Savings Accounts; Bank Accounting; Methods of Stimulation; The Way to Wealth.

WILL BANKS USE DIRECT SELLING TO GET DEPOSITS?

Suggested That Competition for Savings May Bring Solicitation

A Canadian business man, visiting recently in the city of Salem, Mass., was accosted in a public park by a salesman from a local trust company, who solicited him to open a savings account in his company. Upon enquiry the Canadian learned that the aggressive methods of seeking business in commercial and industrial lines, so marked in the United States, have been extended to financial institutions. Competition in the development of new business has become so keen that a great many banks, trust companies and similar institutions, with the typical American receptiveness to new ideas, have placed men in the field selling their services, among them, savings accounts. Will the development extend to Canada as so many others have?

The suggestion of soliciting deposits has inherent in it a repugnance for the more conservative Canadian banker. The emphasis of development in the past has been security, facility and service to the depositor. In truth, deposits have been invited by the banks in almost every conceivable manner possible except personal solicitation; offices have been opened where people congregate, tasty decorations and furnishings have been installed and advertising has been used, yet personal canvassing is frowned upon.

The Canadian Bankers' Association is opposed to its members seeking deposits by direct solicitation, and the banks composing the association do not employ men as solicitors. However, something very akin to this is done by many branch managers, especially in rural districts. The experience of one manager serves as an illustration. He was sent to manage a branch in a rural town where the bank had been losing custom and the deposits were below normal. During a two-year period he spent 80 per cent. of his time outside at school fairs, auction sales and other gatherings, and even calling on farmers in their homes. While a specific canvass was not engaged in, the matter of opening a deposit account in the bank was usually broached. As a result, the deposits in that particular branch increased four-fold within the time mentioned. Then the manager was moved to another similar branch and repeated the process.

Loan Companies Solicit

The loan and trust companies in Canada, following the readjustments made necessary by the war, have been bidding strongly for deposits. That they are meeting with some measure of success is evident from the reports of the registrar of loan companies in Ontario showing noticeable increase in guaranteed investments. Most of these companies expect their employers to effect increases in their deposits through family, social and other connections. Some distribute literature among people they are in touch with through other departments, while in one case at least it is learned the accountant spends much of his time out seeking new accounts. It is understood that one company has seriously considered placing men in the field on a commission basis, but the proposal was rejected at the time.

Commenting on the possibilities of development along these lines, one well-known trust company official pointed out that newspaper advertising, looked on a few years ago as a breach of etiquette on the part of such institutions, has now become an accepted part of any company's publicity and that some now go to extreme limits in securing artistic designs for insertion in advertising mediums. While the Canadian mind is less receptive to new ideas than the American, the growth of personal solicitation is not beyond the realm of probability. However, he expressed doubt as to the advisability of such a growth and expressed it as his belief that deposits obtained in this way would not be as large and stable as those obtained from some other sources.

Another problem is the question of whether a general development along these lines would result in an aggregate increase in deposits through an increased encouragement to save, or merely a transfer of funds from other investment avenues at a higher cost ratio and acting to the ultimate detriment of both the companies and the depositors.

An interesting light on the position of the loan and trust companies given by one manager is that they are situated not at the source of their business but merely at the focusing point. His business comes from what he termed the "back lines" and the whole foundation of it rests on a gradual increase of the idea that his company is acting as a personal advisor to people whose confidence is notably hard to obtain. To solicit deposits would, he maintained, be the first step in destroying that confidence.

MORE MOISTURE THAN WEST HAS KNOWN IN YEARS

(Continued from Page 1)

wheat in shot; Cutknife, 10 per cent.; some others report 5 to 10 per cent. In Alberta one or two points report wheat 80 per cent. in shot blade.

Very many of the correspondents dwell on the excellent root of the wheat crop and its strong, thrifty green color.

Press Reports Exaggerate

Perhaps what will occasion the greatest surprise is the very small amount of damage reported from floods and cloudbursts. The news columns of the press have carried so many stories of floods in first one section of the country and then another in the last twenty days that particular care was taken to query as to damage from these sources. The percentage reported is very small indeed.

Heavy rains have been a pretty effectual check on both cutworms and grasshoppers and where the latter are numerous every correspondent reports poisoning gangs active and the situation in good control.

Fully 95 per cent. of coarse grains are seeded and, setting the increases against the decreases and adding the number of points where no change of acreage has taken place, it would seem that there is little if any change of acreage of either oats or barley, which is somewhat of a surprise, but this is probably accounted for by the heavy increase in acreage of fodder crops such as corn, sweet clover, alfalfa and sunflowers. Acreage in flax is surprisingly small viewed in the light of the attractive prices which prevail and the general world shortage of this seed. The explanation is that seed was excessively high and also hard to obtain. The fact remains that the acreage in flax is probably quite as small if not smaller than that of 1922, as nearly all the points heard from indicate that all flax that will be seeded this year is already in the ground.

Winter rye is on the whole a spotted crop; in fact, it is rather like the famous little girl of nursery fame, "With the curl in the middle of her forehead." The patchy condition is due mainly to water on the land in the spring in Manitoba and Saskatchewan and to excessive dryness in Alberta last fall. There will be a lot of good rye, the crop as a whole being fully headed, but the total yield will hardly be in proportion to the acreage seeded. With regard to the height of wheat there is much variation in districts, while as to provinces, Alberta's average will be about 8, possibly 10 inches; Saskatchewan around 5, and Manitoba 6 to 8 inches.

Have You a Message for These Men?

Bond Merchants and Salesmen—
Buyers of bonds for big institutions—
Buyers of bonds for personal account—
Government and Municipal Officials—

THROUGH the Government and Municipal Review Feature Issue of THE FINANCIAL POST, to be published June 29, advertisers can carry a message to these important men.

The Government and Municipal Review Feature Issue of THE FINANCIAL POST outlines the financial position of every government and bond issuing municipality in Canada. It is an invaluable record, sellers and buyers of bonds say.

It is kept, is constantly referred to, by bond dealers, treasurers of investing institutions—insurance companies, trust companies, etc.—individual investors and government and municipal officials.

A Digest of Canadian Municipal Information

WE have available for gratuitous distribution to dealers and investors in Canadian Securities a limited number of copies of a recent supplement to one of Canada's leading financial publications.

This contains concise statistics and general information concerning the Canadian Provinces and larger Municipalities.

We believe this to be the most complete and authoritative publication of this nature.

A. E. AMES & CO.
74 Broadway, New York
INVESTMENT SECURITIES
Established 1889
Head Office: Union Bank Bldg., Toronto
Chicago Montreal Victoria, B. C.

What a leading bond house thinks of the Government and Municipal Review issue of THE FINANCIAL POST as shown in its advertisements in THE WALL STREET JOURNAL.

The reason it is kept is revealed in the comment of the city treasurer of one of Ontario's leading cities:

"I am pleased that you are publishing the information in this way, as I shall in future refer the mass of applicants for statistical information to you. The demand for information has grown to be too onerous for compliance. I quite see the importance of furnishing the figures to an important publication like yours and am glad to do so."

This issue gives full, up-to-date statistics wanted by so many that for this reason alone they are hard to get.

Last year, over 3,000 additional copies of this number were bought—a paid circulation of some 12,000 in all. Already we have large orders for extra copies in hand for

The Annual Government and Municipal Review Issue *of* THE FINANCIAL POST

To be published in connection with the June 29th issue

Your Opportunity is Great

Such an issue is certain to be read and re-read—consulted and quoted, giving you an unusual audience for your message.

Ask Your Advertising Agency

about THE FINANCIAL POST. They will tell you it is an Audit Bureau of Circulations paper—the only financial paper in Canada which has submitted to this severe but impartial scrutiny of its circulation. They will tell you that on this audit THE FINANCIAL POST has more paid subscribers than has any other financial publication, and this though THE POST sells at the highest price of any financial and business paper in Canada. Ask your advertising agency or ask us for fuller information.

Consider it as a medium for the advertising of—

Investment houses—to bring the services they have rendered, and can render, prominently before those who have bonds to sell and those who buy bonds.

Products used by municipalities, governments, bond houses and investors—a wide list ranging from the engraved bond itself to automobiles, and including office equipment and furnishings, fidelity bonds, insurance policies, equipment for public and office buildings, municipal equipment, etc.

The assets of provinces and municipalities—a fuller outline than the editorial record can contain, showing the security, tangible and intangible, behind issues of these bodies.

Publications reaching out for more advertising from those who read THE POST so closely.

Space may be used at the regular advertising rates of THE FINANCIAL POST—20 cents per agate line for less than 1,000 lines, or the better rate earned by contracts for a larger amount of space.

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Editor - - - - - - - - - - - - - - - - - J. W. TYSON

A weekly newspaper, presenting in a popular manner, reliable information respecting investments and financial affairs in Canada.

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER.

TORONTO, JUNE 15, 1923

Edited for the thinkers of the nation—those people who analyze correctly and draw proper conclusions and who are responsible for the Nation's sound thought on matters political and economic.

CHARITABLE SOCIETIES GETTING AWAY FROM FUNCTIONS

CHARITABLE societies should not interfere in politics, whether city or provincial. When organizations are supported by public subscriptions, and particularly by the business community, they have an obligation to stick to their own work, and keep away from sectional politics. The weakness in these societies is that their officials are frequently recruited from well-meaning cranks and faddists—people who want to do the right thing, and are willing to work well. Such people easily fall under the sway of stronger cranks—particularly if the latter have the title of "Reverend" and can make eloquent speeches about "service," "efficiency," and so forth—and it is from this kind of thing that we get radical-reform-uplifter deputations butting into our municipal and even provincial politics on all possible occasions.

Charitable associations depend mainly on business men to keep them in funds. If the solid citizens who object to these extraordinary activities took a definite stand and refused to contribute further funds unless political interference ceased, the matter could be righted in quick time. As ex-Ambassador Morgenthau said, the best way to spread propaganda was through alleged charity schemes.

TOURIST TRAFFIC MEANS BIG MONEY IN TRADE

BEFORE the war, reliable estimates showed that citizens of the U. S. spent hundreds of millions of dollars annually in Europe, as follows:

France $700,000,000, $60,000,000 on the Riviera; Norway $10,000,000; German Health Resorts $17,000,000; Austria $21,000,000; Switzerland $50,000,000; Italy $100,000,000.

The campaign of "See America First," started during the war years, has had one good effect. It has made people realize more than ever before something of what we possess on this continent in the way of scenery, beauty, travel and hunting facilities. Some provinces and states are organized for tourist traffic, and they are reaping the harvest. The State of Maine is estimated to have $45,000,000 a year spent by tourists and sportsmen. New Brunswick gets millions a year through the activities of its tourist association. Quebec, as was shown in this column recently, is organizing in a big way for still greater trade. B. C. has been doing great things for some time.

The potentialities are great, and the harvest can easily be reaped, if it is handled in a business-like way. Before the war, it was estimated that 30,000 tourists passed through Toronto on their way to the Muskoka Lakes and the Ontario Highlands. It is a reasonable figure to assume $10 per day as the minimum expenditure of a tourist under these conditions. If the tourists averaged 30 days, that would mean $9,000,000 spent in one season alone, and for one part of the province alone. If this was the case before the war, what figure might we expect to-day with organization?

GOING BEHIND

WHEN a large business organization is going behind, the directors consider the situation seriously—discover the reasons for the failure to show development and profit, whether these be without or within the organization. If the business concern keeps going behind after the external cause of failure to return profit has changed, then the directors have something to say to the management. As representatives of the shareholders, the directors make it very clear that the bad showing must stop—that the balance sheets must show a profit. They point out that while the details are in the hands of the management, the broad principle is that an adverse position can be changed to a favorable position by doing one or other of two things, getting up revenue or cutting down expenses, or both.

Canada has been going behind since 1914. The biggest increase of the debt occurred in 1920—after the war was over, but doubtless as a result of war conditions. But the adverse showing continues and what most disturbs leading business men in the budget of this year is that there appears nothing to indicate that this piling up of our debts is to stop.

"I looked through the whole address for one word," said a Western Ontario man—a man connected with the manufacturing, the financial and farming industries. "I looked for the word, 'economy,' but I did not find it anywhere.

"What I did find was an attitude of self appreciation on the part of the minister of finance because, while there still are additional places where a tax could be imposed, he is staying his hand from imposing these further taxes. He, however, indicated that a later need might necessitate some of these new sources being tapped."

One of the dangers in the situation, as stated by another leading business man, is the seeming indifference of the public to the whole question of piling up deficits and high taxes.

At least one advantage was expected to come from high taxes—a realization on the part of citizens that they are paying for government expenditures, and that consequently they would demand economy. The disappointing experience has been that the people have not re-acted as was expected. The government of the day finds it comparatively easy to raise money. The people show no great resentment against the heavy taxes. Consequently economy is not enforced; there is no determination to balance the budget and to commence some steady, though small, reduction in the debt.

Reduced taxes will mean more industry, directly and indirectly, by making Canada a more attractive place for outside capital. Less taxes will mean a fuller measure of general prosperity. It is evident that many government expenditures could be reduced, making necessary smaller taxes. The savings made in the printing department at Ottawa by Hon. Chas. Murphy indicate what might be done elsewhere within the civil service, and that is only one field for reducing expenditures.

But in the meantime the minister of finance indicates the debt will again be increased in the forthcoming year, though not, he enthusiastically states, to quite as large an extent as in 1922. He indicates that there are other sources of revenue, but that he is staying his hand from taxing them. It is not an altogether happy situation and the tax bearers who do not protest, who do not make their wishes known at Ottawa, are to blame.

THE GLOBE SUPPRESSES SOME FACTS

THE Globe glories in the first year's operations of the Detroit Street Railway as a wonderful example of a publicly-owned and operated institution. It shows that during the year $1,200,000 has been paid on the purchase price, a profit of $1,000,000 has been realized, after meeting all running expenses, and $4,000,000 has been set aside for sinking fund charges.

The Globe overlooks one important item which public ownership advocates usually do. They do not include in their statement the amount which the traction line—under private ownership—had paid the city treasury each year in taxes. They also fail to set aside anything for depreciation or replacements. The Wall Street Journal points out that at 2½ per cent. on a valuation of $40,000,000, this item alone would require $1,000,000 and continues:

"If an item of more than $400,000, carried among its assets, were deducted from surplus, only $600,000 of the alleged $1,000,000 surplus would remain. For this $400,000 was nothing but a bookkeeping entry, and, if proper depreciation were deducted, the system would show a deficit of $500,000, instead of a surplus of a million."

WHERE THE PROFITS GO

THERE has been much complaint in Western Canada about the prices of farm implements in the belief that the manufacturers were taking advantage of the tariff to gouge the farmer. When the question of implement prices came before the Parliamentary Committee on Agricultural Credits at Ottawa, Thomas Bradshaw, general manager of the Massey-Harris Company, put forward the case for the manufacturers in a business-like way. He submitted a schedule showing increases in commodities and implements purchased by the farmer since the outbreak of war as follows:

Hardware	86 per cent.
Clothing	76 per cent.
Lumber	79 per cent.
Miscellaneous	86 per cent.
Farm Implements	64 per cent.

Mr. Bradshaw said that plant equipments for his company had increased in price from 80 to 127 per cent.; labor costs, 113 per cent.; freight charges 44 per cent., since 1913.

This is the kind of information which the farmers can understand and, being fair-minded, they appreciate that there are others than themselves who are suffering in the present situation where high costs of production, largely the result of union-enforced wages, are cutting deeply into profits. This attitude is indicated by the statement of C. W. Peterson in the Farm and Ranch Review, that "in the face of these figures it is not so very difficult to account for a sixty-four per cent. increase in the price of farm implements." Mr. Peterson continues:

"It should seem perfectly obvious to anyone who is mentally capable of taking an unprejudiced view of the economic situation, that those selling machinery and transportation cannot increase the wages of labor to the tune of 113 per cent. and calmly proceed to sell machinery and transportation at the good, old prices—at least, not without going broke.

"I am not attempting to argue, that urban labor is not justly entitled to a 113 per cent. increase in wages. I don't know anything much about it. But it just makes me weary to listen to our agricultural 'red' and 'uplift' elements, railing against 'big business' and the 'interests' and holding those mysterious and elusive influences solely responsible for present high costs, with these plain facts staring them in the face. No one outside our lunatic asylums, could possibly expect any other result from more than doubling the rewards to industrial labor, under the threat of general strikes. Of course, the farmer is the 'goat.' But it does make some difference whose goat he is. We might as well fix the responsibility where it properly belongs."

THE FINANCIAL POST has always contended that if the manufacturers would put their case fairly before the farmers, either in regard to prices or the tariff, they would get a fair hearing. The attitude of this Western farm paper editor offers convincing evidence of this.

EDITORIAL NOTES

A WRITER in the London Economist says that the old saying "an Englishman's word is as good as his bond," no longer applies while his bond remains at a discount.

* * * *

IT IS NOW estimated that the losses on German marks sold in America to speculators will approximate $5,000,000,000. Which again answers the question as to who is paying Germany's war debt.

* * * *

BRITISH COURTS are petitioned to wind up the Anagnostopoulo's Insurance Offices, Limited. Probably British financial writers who have had to pick this name out on their typewriters will be strong for the proceedings.

* * * *

THE THREATENED strike of co-operative workers in England is just a reminder that the theory of abolishing capital does not solve the fundamental economic problems of wages and production.

* * * *

SIR HENRY THORNTON reiterates an admirable determination to keep the National Railways out of politics. But how is this to be done? If he fights those politicians who would have the government interfere in matters of administration he will be endorsed by another political group opposed to the government.

* * * *

WITH SIR AUGUSTUS NANTON as president, and the railways and the government co-operating to lend financial support, the Canada Colonization Association promises to take on a new lease of life. M. A. Brown, of Medicine Hat, retires as leader of the effort which he has brought to the present state of development and which was originally his own idea. The success of the organization means successful settlement, and as to the desirability of that there is only one opinion.

* * * *

TAXPAYERS interested in Ontario's financial affairs are told that "there should be no cavil at the advances for Hydro-Electric extensions amounting to about $80,000,000 in the past four years, as these are fully covered by municipal securities." But those who have studied the old Municipal Loan Fund under which the province was called upon to make good for the municipalities when they backed the schemes of Sir Francis Hincks, much as they have in recent years backed the projects of Sir Adam Beck, may well regard with apprehension the stability of these municipal guarantees.

Whole Railway Freight Tariff Is Bundle of Discrimination

But There is Just and Unjust Discrimination, Say Rail Men

DEMANDS FROM COAST

British Columbia is Now Putting Up Fight to Get Public Opinion in Its Favour

From Our Own Correspondent.

OTTAWA.—Ostensibly in the name of the Vancouver Sun, a newspaper advertising campaign has been begun in eastern Canada to influence public opinion in favor of an equalization of freight rates as between British Columbia and the prairie provinces. This special effort, carrying with it full-page advertisements, follows the failure of Pacific coast representatives to convince parliament of the merits of their case.

This special appeal gives great emphasis to the fact that there is discrimination as between tolls on grain and other commodities charged to shippers from Alberta and Saskatchewan as against those which apply to British Columbia; and there is no denying that such is the case. This discrimination was allowed by the railway commission after one of the most exhaustive investigations ever undertaken by that board. Over two years of time was taken up in hearings at all important points from coast to coast.

Why Rate Was Established

There is a logical basis for every freight rate. At all events, there is something in the nature of a clear reason why one rate is higher than another. Primarily, the purpose of a general tariff of tolls is to earn operating cost. All other considerations are subsidiary. In this instance, it was proven beyond cavil that the cost of operating railways through the mountains of British Columbia is nearly 60 per cent. greater than on the prairie divisions. That would be obvious to all who are familiar with the prevailing conditions.

There were two ways of dealing with such a situation. One was to impose a uniform scale of charges throughout the West sufficiently high to take care of the extra cost of moving trains through the Rocky Mountains. The other was to make one rate for the prairie provinces, and another for British Columbia, each of which should be based on actual conditions as to operating cost. The responsibility of deciding rested on the Railway Commission, and the final judgment of that board was in favor of the latter course. There the matter stands, and because of that decision the province of British Columbia is up in arms.

Since the Panama Canal has been put in operation British Columbians realize that what they call "equalized rates" would divert much of Alberta and Saskatchewan grain from Fort William and eastern channels to Vancouver. Therefore, they have much to say in their advertisements about the cheap movement of wheat from Calgary to the Pacific coast. This undoubtedly would help build up western ports. But the western grain grower might not benefit appreciably. The so-called "equalized rates" on wheat would probably secure a large flow of export traffic to Vancouver, but the difference would be too small to be reflected in the market price. It would merely be sufficient to influence the diversion of business from eastbound channels to westbound; so that what Vancouver gained Fort William and Montreal would lose. From the national point of view loss and gain would be balanced.

B. C. Now Has Cheap Rates

This Vancouver campaign omits the facts with regard to the special rates which are now allowed on every single commodity in which British Columbia specializes. For example, Pacific coast lumber, fish and fruits, are carried eastward at rates much lower than those allowed to eastern producers for shipments westward. These concessions were made as a countervail to the discriminatory rate charged on grain. British Columbia now wants to keep all those special rates which enable her to ship her products with advantage to eastern markets, and at the same time divert the movement of grain westward.

Best Interests of Whole Dominion Should be Considered

RAILWAY'S ANSWER

They Say B.C. Now Gets Many Favorable Freight Rates—How Best to Use Panama Canal

From Our Own Correspondent.

MONTREAL.—The railway companies are likely to present a strong case against the demand of British Columbia for the so-called equalization of freight rates between the prairies and British Columbia. And yet the case when presented is likely to be as bewildering to the general public as are the claims of British Columbia simply because freight rates are not established on any basis of operating cost plus a fixed fee. An old time freight traffic agent once remarked that freight tariffs are established by the operation of the three "C's"—competition, compromise and circumstance. Freight rates in Canada establishes this contention.

British Columbia presented a strong case for lower rates on grain from the prairies to Vancouver. The railways are prepared, however, to present an equally strong case. In fact they feel that all British Columbia is asking is that rates on grain from the prairies to Vancouver should be reduced far enough to make it possible for grain shipped from Vancouver to compete in British and European markets with grain shipped from Montreal. In other words, B. C. is asking the railways and ultimately the rest of Canada to absorb the cost of carrying grain the additional 5,000 miles or more that it travels to European markets via Vancouver. B. C. is basing its claim on different grounds; it points to the constitutional history of railway building in Canada as an argument for favorable treatment to British Columbia. It points to discrimination in rates in favor of other parts of Canada, as a precedent for discrimination in favor of British Columbia.

Much Discrimination Now

As a matter of fact the entire structure of freight rates on Canadian railways is entangled with discrimination of every kind. British Columbia benefits a great deal from this discrimination. A couple of years ago British Columbia lumber men found difficulty in selling their products in Ontario markets because of competition from the Southern United States mills sawing Georgia pine. They put their case before the railroads and the railroads in order to benefit the lumbering industry in British Columbia established rates at which they carried lumber at less than cost. This provided for a tariff of 88½ cents per 100 pounds for lumber from British Columbia to any point in western Ontario, although the rate from Vancouver to Winnipeg only, about half as far, 56½ cents per 100 lbs. The rate was not based on operating costs nor on any other factor but the circumstance that British lumber had to get special treatment to enable it to be sold in Eastern Canada. Consider the rates on rice. Rice is milled in Vancouver. Vancouver wanted to sell rice in Eastern Canada but met competition from rice mills in the Southern States. The railways came to the rescue and established a rate of 89 cents per 100 pounds for milled rice from Vancouver to Montreal, although the rate from Montreal to Vancouver is $2.42 per 100 pounds. But competition from New Orleans was met.

Other Discriminating Rates

In practically every natural product British Columbia has preferential rates to the east. Apples, fresh fruit, mineral and forest products and fish, which constitute 86 per cent. of all the traffic originating in British Columbia, are favored in rates to the east. Practically every commodity imported through the port of Vancouver has special rates to eastern Canada. Tea pays a rate of $1.75 per 100 pounds to Vancouver to St. John, although a shipment of tea from St. John to Vancouver would pay a rate of $3.76½. British Columbia, though does not consider these preferential rates to eastern Canada wholly satisfactory as they do not provide low rates from and to the prairie provinces. But as the railway men put it, British Columbia has been given favorable rates to a market of six million people, although it has been found impossible to extend the same favorable rates to the prairie markets of a little over two million people.

British Columbia's present claim centres around grain rates from the prairies to Vancouver. When it comes to a final decision the railways are likely to point out that the rates on grain to Vancouver are now very favorable. Taking a point in the centre of the prairies it can be shown that the rates on grain to Montreal are 52½ cents per 100 pounds for the all-rail route, and to Vancouver, 33½ cents. Taking the lake and rail route from the same points to Montreal, the rate is 39 cents. The odds are still in favor of Vancouver but perhaps not sufficiently to make it profitable to ship grain via Vancouver to Europe. In fact from 81 per cent. of the total area of the western provinces it is cheaper to send grain to Vancouver than to Montreal. It is cheaper to send grain from any point in Alberta to Vancouver than from any point in Montana, situated a similar distance from the United States Pacific Coast, to an American Pacific Coast port. It is cheaper to send grain from Calgary to Vancouver than from Windsor to Montreal, which is approximately the same distance. This, despite the 60 per cent. higher operating cost on the mountain division and the fact that from Windsor to Montreal the line passes through dozens of communities that provide traffic, while from Calgary to Vancouver the line passes through a district that creates practically no traffic. Ontario supplied over nine million tons of traffic to the railroad in the same period of time that all of Alberta was only supplying five hundred thousand tons of traffic.

Many examples of present rates such as this can be quoted to show that British Columbia has already been benefiting from rates quite as discriminatory as those they claim are given in favor of eastern Canada.

The National Viewpoint

After all, from a national standpoint, the question is: how can railway rates be established in Canada to make it possible for Canada to make the best use of the Panama Canal? The Panama route exists and if it can be made to yield a return to Canada it certainly should be put to that purpose. British Columbia thinks that it can. Perhaps British Columbia's plan of utilizing the Panama Canal is not the best in the interests of Canada as a whole. It may mean diverting to Vancouver traffic that otherwise would go to well established ports in eastern Canada and doing this at the expense of the general taxpayer who would either pay in larger deficits on the national lines or in higher freight rates in other parts of the country.

Freight rates in the past have been established by freight traffic managers to meet the exigencies of the numerous situations that arise. They have only been approved after lengthy investigations by the board of railway commissioners. The board of railway commissioners has seldom found it necessary to change the schedules submitted to them by freight traffic managers, which indicates that these latter gentlemen have learned their lessons sufficiently. British Columbia's claim is not without a political value and this is an unfortunate feature of it. It makes it so much more difficult to view the question from the standpoint of what is in the best interests of the whole Dominion. If it can be shown that the development of Canada is being handicapped by a short-sighted policy of trying to maintain traffic over certain branches of Canadian railways in defiance of national laws, then the situation should be arighted. If, however, the movement is merely one to build up one part of Canada at the expenses of another the board of railway commissioners cannot entertain any proposal. It isn't a question of the East against the West or British Columbia against the rest of Canada. It is a question of establishing rates that are based, to as great a degree as possible, upon the few scientific factors that enter into transportation tariffs.

SOME DEFECTS AND LIMITATIONS

Grain Trade News

One of the chief defects in the enquiry of the Royal Commission on lake freights is that no serious attempt was made to discover and determine who paid the big increase in rates charged last autumn. The conditions were exceptional and it is not safe to draw general conclusions from single or exceptional developments. It is very far from certain that if lake freights had remained normal either the producer or the ultimate consumer would have benefited proportionately during those particular weeks. The general impression is that certain shippers lost most of what the vessels gained. This is no defence of high lake freights, but it has an important bearing on general conclusions that may be drawn as to remedies.

The chief limitation on the recommendations of the commission is that they apply to direct traffic between Canadian ports. Only a portion of Canadian grain traffic via the lakes is thus carried and it is by no means certain that favorable conditions as to rates in the direct trade between Canadian ports would always or necessarily be reflected back on prices received by producers or forward to prices paid by consumers. That portion of the traffic taking other routes might determine the standard of price. Some good might be done by controlling rates on direct Canadian trade, but the problem is a good deal bigger than that. The report of the commission may make a step toward a solution, but it would not be well to have it regarded as a solution in itself.

PERSONALS

W. H. COVERDALE, president of Canada Steamships Lines revealed to a group of business men who steamed down the St. Lawrence on the new "Richelieu" on its trial trip that his job is not an easy one. When the guests thanked the management for the excursion, he replied that those were the first kind words he had heard since he became president of the company.

ANDREW ROSS, who has been Alberta and British Columbia manager of the Commercial Union Assurance Co., died recently at Vancouver. He was widely known among the insurance men of the Dominion. He was born in Buckingham, Quebec, 56 years ago and located at New Westminster, B.C., in 1898 and joined the staff of the Mainland Board as surveyor. On the formation of the Vancouver Island Board of Fire Underwriters at Victoria, he was selected to be secretary, and held that position from 1905 to 1907, when the secretaryship of the Mainland Board, latterly established in Vancouver, became vacant and he was advanced to that position. From 1907 to 1915, he held this post and it was in this position he became so widely known among the insurance leaders, especially the head office men of companies doing business in the coast province. In 1915 he took over the position he held at the time of his death.

MICHAEL DWYER, whose death took place at Halifax, was president and general manager of the John Tobin & Company, the leading wholesale grocery concern of the maritime provinces and one of the best known business men in the Maritimes. Mr. Dwyer was president of the Nova Scotia Grocers' Association for nine years and was also vice-president of the Canadian Grocers' Association. John Tobin & Company is one of the oldest wholesale grocery concerns in Canada, having been in existence for more than a century. It was founded by John Tobin, a great uncle of Mr. Dwyer, and continued by Michael Dwyer Sr., father of Mr. Dwyer. At the age of twenty-four on the death of his father, Michael Dwyer Jr. took over the direct management of the business and continued in control until some time before his death, which took place at the comparatively youthful age of forty-seven. For two years Mr. Dwyer headed the Halifax Board of Trade. He is survived by his widow and two children, a son and daughter, both of Halifax.

JOHN A. McLEOD, who has been named general manager of the Bank of Nova Scotia, to succeed the late H. A. Richardson, has occupied the post of assistant general manager since 1917. H. F. Patterson, formerly superintendent of branches, steps up to the post of assistant general manager. Thirty-seven years ago at Summerside, P.E.I., Mr. McLeod entered the service of the bank. His first managership came in 1895, when he opened the branch at Harbor Grace, Newfoundland. Later he was manager at St. Johns, Boston, Havana, Chicago and other points. In 1912 he was called to the head office and was appointed chief superintendent of branches in 1915 and later assistant general manager. His experience as may be judged from the above, has been wide and varied and leaves him well qualified for his new post. His assistant, Mr. Patterson, joined the bank at Campbellton, N.B., in 1890, and took his first managerial post in 1903. In 1914 he was agent at New York and late in 1921 was chosen for the post of superintendent of branches.

New Issue

$541,756

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5% and 5½% Coupon Bonds

Dated 1922-1923 *Due 1923-1953*

Principal and annual interest payable at the office of the City Treasurer, Niagara Falls, Ontario. Bonds may be registered as to principal. Denominations: $1,000 and odd amounts. Subject to approval by counsel.

Assessed Value for Taxation	$14,052,006.00
Total Debenture Debt	2,809,457.39
NET DEBENTURE DEBT	1,911,513.03
Value of Municipality's Assets, December 31, 1922	3,758,223.74

Population—15,412. Area—1,655 Acres.

The situation of the City of Niagara Falls is such that many railway lines, carrying a vast amount of traffic between the United States and Canada, converge at this point.

Owing to its many advantages, such as transportation facilities, abundant natural gas and hydro-electric power, it has become an important industrial centre. The district surrounding the city is one of the richest fruit producing sections in the Dominion.

Price: Rate to Yield 5.30%

Full Descriptive Circular on Request.

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Dependable Investments

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INVESTORS' INQUIRIES

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three cent stamp should be enclosed to cover a direct reply.

CITY OF PARIS BONDS

Subscriber, Montreal.—I shall greatly appreciate it if you will kindly let me have your opinion on the following: Would you consider the purchase of $3,000 or $4,000 debentures of the city of Paris, France, 1940 maturity, a good investment? What would you consider the most advantageous investment to be made for an estate?

The purchase of city of Paris, France, bonds is largely a speculation in exchange. These bonds are not a legal investment for an estate in any Canadian province. The investment limits for estates differ with the province, but as a rule they include Dominion and provincial government and municipal bonds, first mortgages on real estate. The latter are attractive at present interest rates if there is no possibility of the holders having to realize on the money quickly. Otherwise, any good bond house will give you offerings of bonds.

TAXING BOND INTEREST

Enquirer, Ottawa.—Some weeks ago we believe that an article appeared on the front page of your paper giving particulars of a decision that income derived from industrial bonds was not taxable under the Federal Income Act. A client who has noticed the article referred to has asked us for further particulars. We have already communicated with the Inspector of Taxation who merely states that the interest on industrial bonds is taxable and makes no further comment.

Until the recent ruling, interest on industrial bonds under the Federal Tax Act has been deductable by the company or corporation before the application of the income levy. The effect of the ruling, based on an opinion of the Department of Justice, is that the actual wording of the act does not permit of this deduction of bond interest. As the situation stands at present, therefore, not only the company pays income tax on bond interest but the holder of the bonds also pays income tax on this same interest. There has been no ruling affecting the position of the bond holder.

As you will no doubt appreciate this double taxation of bond interest as compared with bank interest which can be deducted by the company, or dividend interest on which the individual is allowed exemption, involves the principle of double taxation which was never intended when the act was framed. It is expected that at the present session of parliament some amendment to the income tax act will be made to overcome this situation—the amendment will probably be in allowing the company or corporation to deduct bond interest as has been the custom up to the time of the recent ruling.

BRITISH EMPIRE STEEL

J. D., Nova Scotia.—Would you kindly give me any information you might possess on the British Empire Steel 2nd preferred. I am a holder of British Empire 2nd pref. Some of it cost me over $65 per share as I am a holder of Dominion Steel common. Do you think that they will start soon paying dividend on this stock? As it is a cumulative 7%, they owe back dividents for over two years. All their plants are working almost to capacity and no doubt they are making good profits and the stock is going down instead of upwards. I would like to know if they will pay a dividend this year? What has been the highest price for this stock during the past few years?

No doubt you are disappointed by the action during the past year or two of British Empire second preferred stock, but we cannot assure you of any likelihood of soon receiving for this security the $65 a share that you state you paid for much of the Dominion Steel common stock that was exchanged into the British Empire second. The stock is selling at nearly the low price and a great deal of it is in the hands of people who feel a disappointment similar to your own and are likely to sell on any definite rise.

We do not at the present time recommend that the holder of British Empire second should sell his stock. The company has undoubtedly found improved conditions this year and its plants are operating at a fair rate. Earnings should be somewhat increased above the totals in the past two years. In considering earnings for 1922, one should discount the fact that $4,000,000 was taken into earnings from the amount received from the Dominion government on account of the cancellation of contract for ship plate. These larger earnings together with the fact that eventually stronger interests must be brought into the company's affairs to get it a wider recognition should combine to improve the condition of this stock.

It may be written down as impossible that there will be a dividend on the second preferred this year. There is no justification for this in the company's earning statements as presented, and until it has operated for a few more years and has presented a succession of statements based on the operations of normal years the true earning power of this stock cannot be properly estimated. It is still a speculation with some promise of coming through and holders had better be patient and wait for improvement rather than sacrifice their holdings at present.

During 1922 the high price at which the stock sold was 39 and the low price 20. So far this year it has sold as high as 26¾ and has sold as low as 20⅞.

CANADA CAR—BROMPTON

Reader, Queen's Park.—Would you advise me on the question of holding or selling Canada Car preferred and Brompton common, at the present time?

Both Canada Car preferred and Brompton common are now selling considerably below the recent high. Canada Car preferred on March 2nd sold at 78½. It has fluctuated around 72 since the middle of May Brompton Common sold at 43½ on April 17th. It is now selling at a fraction over 39.

The high of Canadian Car in March was the result of the report that the company was to receive very large orders for railway equipment. The orders were received and the company is now busy operating full time, filling them. Generally speaking, the security is not rated high because of the nature of the business of the concern. It is stated on the street that if the company succeeds in securing orders to keep it operating full time for six or seven months of every twelve, and part of the time for the balance, it is doing well. You stated that you thought you would like to get 75 for this stock. The issue seems firm around the present price, and it may be that if you waited a short while you might see the stock rise to the point that you desire. However, one leading House suggested that you sell even if it involved the taking of a very small loss. However, we do not desire to emphasize this point, unless, of cours,e you have some other issue in view in which you desire to put the money, and which gives promise of an immediate and greater return.

As for Brompton Common, there is quite a little speculative feeling abroad in regard to this issue. Talk of the possibility of a dividend caused the stock to rise to 43½ in April. The same stock prevails. The best opinion seems to be that Brompton will pay a dividend before the end of the year. Such being the case it is generally considered that it would be advisable to hold this issue.

Long Search Necessary to Get Information for This Inquirer

The service of the Inquiry Department of THE FINANCIAL POST is available to subscribers of the paper at all times. At times an equiry will run into a heavy bill of expense before the information is available to be passed on to the enquirer.

That readers may understand the efforts that are at times put forth to get the necessary information, we below outline in some detail the handling of an enquiry which was received by THE FINANCIAL POST on December 29th, 1922. The letter received was as follows:

"My brother, when in Saskatoon, purchased fourteen shares of the Morgan Syndicate, Limited, a gold mining concern, the president of which is R. A. Rooney. The certificate states the share value of each share to be $1.00, yet a receipt is held for the sum of $400 which was paid.

"Will you be good enough to give me any information you can regarding the company, and the interesting points meaning the possibility of realizing.

"Why would he pay $400 for forty $1 shares? Can you mention the name and address of a reliable broker in Saskatoon?"

On receipt of the above letter THE FINANCIAL POST wrote to A. L. Koyl & Co., financial agents, Saskatoon, Sask., and at the same time wrote to Hon. C. M. Hamilton, Parliament Bldgs., Regina. Messrs. Koyl were asked if they could get any trace of such a concern in that city.

Two weeks later a letter was received from Mr. Koyl to the effect that he could not secure any trace whatever, and suggested that perhaps the stock was owned by someone in Saskatoon nad sold, and had not originated in that city. The letter to Hon. Mr. Hamilton was turned over to the local government board of the Province of Saskatchewan, and they in turn informed us that no company such as the Morgan Syndicate had ever made application for syndicate under the Sale of Shares Act, and if they were selling stock in that province they were doing so illegally. G. M. Donald, chief constable of the city of Saskatoon, was asked to see if he could locate the company. He was unable to do so.

A. L. Geddes, deputy attorney-general for the Province of Saskatchewan, then took a hand and put forth his efforts to locate the company. In this connection he called in the Saskatchewan Provincial Police, and the province was thoroughly searched in an effort to locate such a company as the Morgan Company. Efforts were unavailing.

THE FINANCIAL POST communicated the details to the original enquirer and asked him to again take the matter up with his brother. We asked that he recite the absolute details of his negotiations, and describe minutely the people who sold him and the methods they used.

Evidently the enquirer put his brother through a third degree, for some time later he sent a letter back stating that his brother had now concluded that he had purchased the stock in Edmonton, rather than in Saskatoon. He explained that he was absolutely green in these matters, having just arrived from England after having served with the Imperial forces. In giving this information he added, "When I first wrote I did not imagine that you would take such great trouble to answer my enquiry, and I greatly appreciate the trouble you have gone to, and at the same time express sincere regret for the trouble you were put to through the mistake."

However, even this letter did not give the name of the person who signed the receipt which the enquirer's brother held for money paid out. Thus, even when the company was located THE POST would be unable to point its finger to the salesman who actually received the $400 as alleged, if the receipt of such money was questioned.

This necessitated another letter to the enquirer. Once in possesion of this information it did not take long to get a line on the proposition and an explanation as to how the stock purchaser came to pay $400 in cash for forty dollars' worth of stock.

THE POST'S explanation to the enquirer follows:

"We have at last been able to get a line on this company for you. It was incorporated in the province of Alberta, and does business in that province and in British Columbia, the latter under license. The capital is $12,000 divided into 12,000 shares at par value of $1 each. All shares were sold at a price of $10 each, or at a premium of $9. The funds thus raised were used in connection with Placer Ground which the company held under lease.

"The company is only a holding company. It sold part if its holdings a couple of years ago to the Peace River Gold Dredging Company, Ltd. This latter is an operating company and is carrying on development at the present time.

"A considerable amount was received by the company in the transfer of part of its holdings to the Peace River Gold Dredging Company, Limited. Payment was made in shares of the latter company. No one knows what the shares in the Morgan Syndicate are worth. Our informant who lives in Edmonton says they are of a speculative nature, and if the property is as good as it has been thought for some considerable time, they are worth a lot of money. He adds that there are no treasury shares for sale at the present time. If treasury shares were to be sold it would be at the rate of $20 per share," he adds.

The foregoing facts would seem to indicate that your brother has got shares in a rather unique proposition. mining shares are usually sold at a discount, rather than at a premium. However, the fact that they were sold, and successfully, evidently, at a premium, speaks well for the future of the proposition. After all the par value of a stock does not mean a great deal. The great factor is the ratio of the holding as compared with the total. Then, of course, the higher the price the company got for its stock, the fewer shares they would have to sell. These facts are generally best appreciated at a time when it comes to the disbursement of dividends.

Seemingly your brother has secured shares in a very interesting speculation as all mining ventures are. However, he should keep in touch with the company whose head office is in Edmonton.

Thus, after five and a half months THE POST is able to clear this matter up. Dozens of letters were exchanged with various people in an effort to locate the company. The moral for inquirers is, make sure the data you send is right and be sure and send it all, one important detail may cause a delay that may be fatal.

RSC INVESTMENT - SERVICE

In Universal Demand

THE business of The Continental Paper Products, Limited, commends itself to investors. The Company manufactures, at Ottawa, a wide range of paper specialties—paper bags, drinking cups, commercial envelopes, etc.—for which there is a constantly increasing demand.

THE Company's bonds are secured by first mortgage on properties worth three times the amount of bonds outstanding; and in addition are unconditionally guaranteed as to principal, interest and sinking fund, by Continental Paper & Bag Mills, of New York, which is one of the largest manufacturers of paper specialties in America.

WE offer Continental Paper Products 6½% First Mortgage Bonds in $500 and $1,000 denominations, at 99½ and accrued interest, to yield 6.55%. From an investment so well secured, the yield is unusually high.

Write for descriptive circular

Royal Securities Corporation, Limited
164 St. James Street
MONTREAL

CURRENT OPINIONS

UNNECESSARY INTERFERENCE OF GOVERNMENT WITH BUSINESS

The Beche Review

One evil that should be suppressed is the tendency of members of the Administration to interfere with business. This non-interference was one of the principal things promised by the President when he came into office. In his inaugural address, he said: "I speak * * * for the omission of unnecessary interference of Government with business, and for an end to government experiment in business, and for more efficient business in Government administration."

The litigation started against the Coffee and Sugar Exchange, in a stupid attempt to arrest the advance in sugar, is a case in point. Abortive as such things always are, this move has proved itself peculiarly blameworthy. Since it was inaugurated raw sugar has advanced from 6 to 6¾ cents, refined wholesale from 9 cents to 10¼ cents, and retail prices have been shot up as onerously as the traffic would bear.

CALLING BUSINESS MEN TO THE HELM

Forbes Magazine, (N. Y.)

The running of the affairs of a nation has become akin to running a large business. Enlightened citizens in the United States and elsewhere are placing in power, not politicians, but practical business leaders accustomed to wrestling with large economic, financial, industrial or commercial matters. The members of our own Cabinet who have made the greatest mark in the present administration are those who had attained distinction in business or finance, while the member whose activities have incited the most criticism had no business experience. Germany, in her extremities, called a business man to the helm. Russia, on the other hand, has been subjected to unparalleled misery largely because non-business men were permitted to seize the reins and follow a shockinly unbusinesslike course.

By general consent, the best-governed nation is Great Britain. Why? Because most of her statesmen and law-makers have been men thoroughly imbued with a sense of the vital importance of adopting and adhering to principles and policies calculated to aid industry, finance and commerce.

Has the time not come for America to send to Washington more men capable of understanding business, and capable, therefore, of giving us laws designed to foster prosperity, since prosperity for business means, of course, prosperity for workers?

Let us do some serious thinking on this subject.

THE FIELDING BUDGET

Grain Growers Guide

Mr. Fielding's budget was prepared with an eye solely for the welfare of the commercial and industrial interests of Canada, and one looks in vain for any hint or suggestion that the agricultural industry is deserving of any consideration whatsoever. Agriculture is to be forced to bear all its present burdens regardless of the fact that it is the chief wealth producer of Canada, and is suffering more severely than any other industry. To the legitimate claims of the people of the prairie provinces the King government, as evidenced by the budget, has turned an absolutely deaf ear. Nor is there anything better to be hoped for in the future. Mr. Fielding made that perfectly clear in his budget when he declared that "speaking broadly it is possible to give the country a reasonable assurance of stability of tariff. Such assurances are very desirable, for no business man would care to embark upon enterprises which would be brought into peril by frequent changes." This means plainly that the Liberal government has nailed the protectionist flag to the mast.

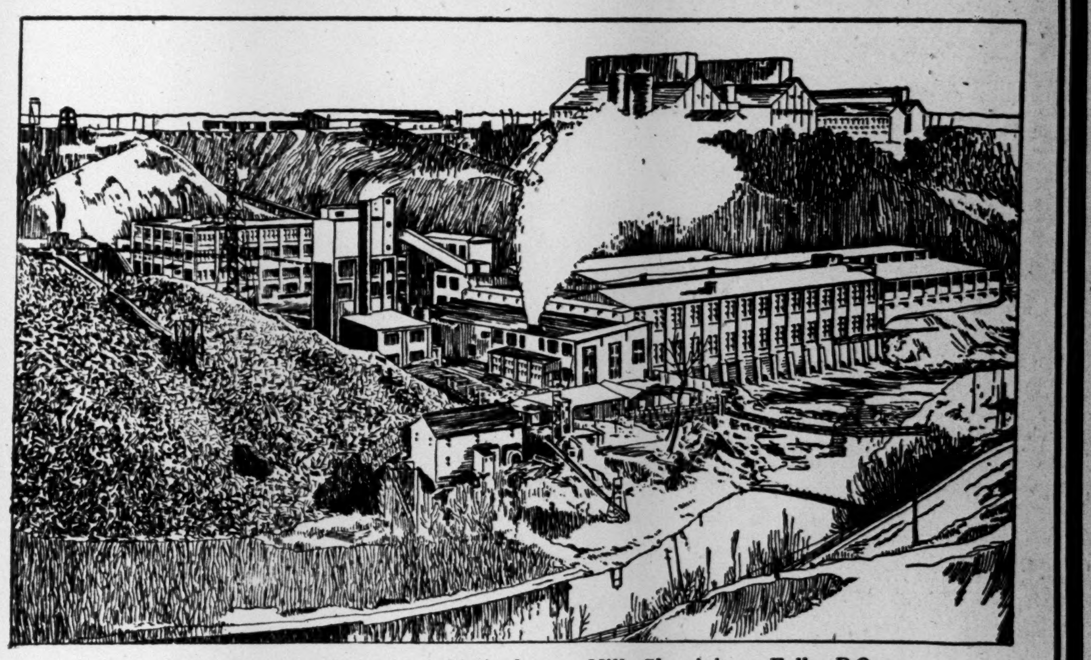
Such is the budget of the Liberal government produced after sixteen months in office, yet the Liberal platform of 1919 upon which that party stumped the country and was elected to office in 1921 declared that the chief articles of food, farm machinery, oils, cement, fertilizers, and those things chiefly used by agricultural and other primary industries should be placed on the free list, also that the duty should be reduced on wearing apparel and foot wear and other articles of everyday use, and that the British preference should be increased to fifty per cent. Here we have the pre-election pledge and the fulfilment for comparison. This is official Liberalism as we have it in Canada.

4 Diagrams you should have

Original charts dealing with Stocks and Call Loans; Rediscounts of our banks; Commodity Prices; Newsprint Exports; appear in the new issue of Greenshields Review.

It will be a pleasure to send you a copy.

Greenshields & Co.
Dealers in Canadian Bond Issues
Members Montreal Stock Exchange
Montreal: 17 St. John Street and Mount Royal Hotel
Toronto: 14 King Street East
Ottawa: Central Chambers



Belgo Canadian Paper Co., Limited — Mill, Shawinigan Falls, P.Q.

Tried and Found Successful

The impressive fact in considering an investment in the First Mortgage Bonds of the Belgo Canadian Paper Company, Limited, is this: that for twenty consecutive years—through all the vicissitudes of the war and reconstruction period—the business went steadily on, becoming financially stronger with each succeeding year.

In short, the success of the business is firmly founded and has been tried and proven under all conditions.

Also, the strategic location of the plant with relation to its vast pulpwood areas and to its abundant supply of electrical energy, insures continuous economical production with which to supply a growing and profitable market.

The First Mortgage Bonds of this Company therefore constitute a conservative investment, plus good interest return for a long period of years. Denominations: $1,000 and $500.

Belgo Canadian Paper Company, Limited, 6% First Mortgage 20-Year Bonds at 99 and interest, yield nearly 6.10%.

Wood, Gundy & Company

Toronto
Winnipeg
London, Ont.

36 King Street West
Toronto
Telephone: Main 4280

Montreal
New York
London, Eng.

OSLER & HAMMOND

Stock Brokers and Financial Agents
Members
Toronto Stock Exchange
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21 JORDAN STREET - TORONTO

REAL ESTATE

FARM LANDS
CITY PROPERTIES

Osler, Hammond & Nanton
WINNIPEG

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Montreal Stock Exchange
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Moncton Direct Wire Connections London

How Canadians Can Profit More From Their Own Resources

"Why is it that the Englishman and American seem to get control of our most valuable resources?

"These resources are right at our own door, and why shouldn't we profit by them?"

How often this remark is made!

But if we Canadians do not share in the profits of our resources, are we not to blame?

Time after time opportunities for making huge profits have been offered us only to be treated with indifference.

Is it that the Englishman or American is more reckless, or more of a gambler with his money, or is it that he has greater vision?

Knowing the success which the Englishman's investments have met with in every part of the civilized world, we have got to admit that his gambling instinct or vision, whichever you choose to term it, has been wonderfully accurate.

Let us give you a case of the Englishman's judgment in the mining district of Northern Ontario.

You have no doubt heard of the Keeley Mine.

This mine was discovered in 1907-8 by Charlie Keeley, John H. Wood and Bob Josey.

For nineteen years it remained idle.

It was finally sold to English capitalists, and the development at first did not turn out well.

But, with the usual tenacity of the Englishman and his refusal to be beaten, further development work was done, with the result that it is proving one of the richest silver mines in the world.

This goes to illustrate a characteristic which makes the Englishman the most successful investor in the world.

We don't begrudge the Englishman his success.

If any man is entitled to it, he is, because he has vision and courage.

But we do think Canadians should benefit more from their own resources.

With the quantity of gold which is now known to exist in the property of the Matachewan Canadian Gold Limited, we could go to England tomorrow and sell this mine.

But to do this we would have to relinquish control. and we know we have such a valuable mine that the sum we would ask for it would be prohibitive.

The results of the seventy diamond drillings and other extensive development work done on this property have convinced us that this mine is destined to become, within the next ten years, one of the richest gold mines in Canada.

We have proven beyond question the existence of huge ore bodies, which are remarkable for their continuity, and although the diamond drillings have only been made to an average depth of about 250 feet, the geological conditions indicate with certainty that the ore bodies go to great depth.

Every geologist who has examined this property is of this opinion.

We're now offering for public subscription for a limited period the small unsold balance of 600,000 shares of the Matachewan Canadian Gold Limited, at $1.00 (par value) a share.

The coupon below will bring you complete information, with no obligation to purchase. Send it in to-day.

F. C. SUTHERLAND & CO., Limited
INVESTMENT BROKERS
4-5 King Edward Hotel Building TORONTO, ONT.

Date .... 1923.

F. C. SUTHERLAND & COMPANY,
Limited,
4-5 King Edward Hotel Bldg., Toronto, Ont.

Without obligation on my part, please mail me full particulars of the Matachewan Canadian Gold Limited, to the following address:

NAME ....

ADDRESS ....

NEWS AND VIEWS ABOUT BONDS

INVESTORS SHOW LITTLE INTEREST IN BOND MARKET

No Large Issues Sold; Short Terms in Keen Demand

Bond dealers report business as being somewhat slow and attribute it merely to the disposition on the part of many investors to avoid consideration of investments at this time of year. The slack summer season usually results in a slight drop in bond prices and some have formed a habit of waiting for this season.

Little trading can be done with London on account of the position of sterling exchange. The New York market has shown few signs of weakness recently, due, some say, to a feeling that business is on a sounder basis. Some demand for Canadian bonds payable in the United States is registered from that market. A keen demand for short-term issues appears to exist in both the Canadian and American markets, and one province is now negotiating the sale of short-term notes in New York.

Victory bonds have shown some strength but trading is dull. No large issues were sold during the week.

Dominion Securities Corporation, in joint account with the Central Canadian Loan & Savings Co., purchased an issue of Town of Oshawa bonds amounting to $273,938, bearing interest at 5 per cent. and repayable in 20 and 30 instalments. At the purchase price of 96.13, the municipality is borrowing at a cost of 5.45 per cent. Bids were called on the basis of interest at 5 or 5½ per cent., and were as follows:

	5%	5½%
Dominion Securities Corp., Central Can. Loan & Savings Co., Ltd.	96.13	100.13
McLeod, Young, Weir & Company	96.11	
Dyment, Anderson & Co..	95.82	100.10
Gairdner, Clarke & Co. ..	95.67	99.83
A. E. Ames & Co.	95.39	
C. H. Burgess & Co.	95.37	99.23
Wood, Gundy & Co.	95.11	99.18

An issue of Municipality of Pointe Claire bonds, amounting to $200,000 repayable in 25 instalments and bearing interest at 5½ per cent., was also awarded to the Dominion Securities Corporation at a price of 99.18. The money is costing approximately 5.59 per cent. Pointe Claire is a fast-growing suburb of the city of Montreal. Alternative bids were called on the basis of interest at 5 and 5½ per cent. Bids were as follows:

	5%	5½%
Dominion Securities Corp.		99.18
Versailles, Vidricaire, Boulais		98.58
A. E. Ames & Co.	94.297	
Municipal Debentures Corp...	92.09	97.49

An issue of $180,000 of 5-per-cent. 15-year Western Fair Association debentures, guaranteed by the City of London, was awarded to Municipal Bankers Corporation at 97.33, a cost basis of 5.26 per cent. Bids were as follows:

Municipal Bankers Corp.	97.33
Murray & Company	97.03
Bain, Snowball & Co.	97.026
Dyment, Anderson & Co.	96.676
Aemilius Jarvis & Co.	96.53
Bell, Gouinlock & Co.	96.45
A. E. Ames & Co.	96.44
Nesbitt, Thomson & Co.	96.31
McLeod, Young, Weir & Co. ..	96.17
Stewart, Scully & Co.	95.93
R. C. Matthews & Co.	95.92
A. D. Morrow & Co.	95.78
MacNeill, Graham & Co.	95.38
C. H. Burgess & Co.	95.38
Wood, Gundy & Co.	95.28
W. A. Mackenzie & Co.	95.03
Gairdner, Clarke & Co.	94.53

An issue of $100,000 City of Sherbrooke Protestant School bonds was sold to McLeod, Young, Weir & Co. at 100.413. The bonds are 30-year instalments and bear interest at 5½ per cent. The bids were:

McLeod, Young, Weir & Co. ..	100.413
C. H. Burgess & Co.	99.77

Mackay & Mackay purchased privately two issues of Town of Leaside bonds, one of $68,000, bearing interest at 5½ per cent., repayable in thirty annual instalments, and the other $25,000, bearing interest at 5½ per cent., and repayable in thirty annual instalments. The money is to be used for schools and sewers.

The Rural Municipality of Woodworth, Province of Manitoba, sold an issue of $60,000 5½ per cent. 30-instalment debentures to E. G. Read & Co. at a price of 97, an equivalent cost of 5.78 per cent. The tenders were:

E. G. Read & Co.	97.
Wood, Gundy & Co.	93.309

The $35,200 issue of local improvement 5½ per cent. 15-instalment debentures of the Town of Huntsville was awarded to Mackay & Mackay on a bid of 98.86. The bids were: :

Mackay & Mackay	98.86
Dominion Bank	98.17
Wood, Gundy & Co.	98.06
C. H. Burgess	97.20

Some Offerings of New Austrian Loan Made Here

Some Canadian institutions report that they have been offered bonds of the recent $126,000,000 Austrian loan. The loan is guaranteed proportionately by a number of governments including Great Britain and the United States. The $25,000,000 being offered in the United States was quickly oversubscribed and cable despatches announce a similar reception in London. The bonds bear interest at 7 per cent. and run for twenty years, the issue price being 90 to yield 8 per cent.

Bond dealers do not, in general, believe that the Canadian investor is a strong prospect for foreign bonds as yet. However, the difficulty in securing adequate yields may influence some to purchase bonds of this sort.

Manitoba Short-term Notes for U. S. Market

From Our Own Correspondent.

NEW YORK.—The Province of Manitoba is reported to be negotiating an issue of short term notes in this market. The provincial treasurer is said to have decided upon this form of financing in view of the situation in the local bond market. There is, according to local bond dealers, a very strong demand for short term gilt edged bonds at the present time, a demand which they are finding it difficult to supply. The short term Canadian provincial issues are in great favor at the moment and it is not believed that the Western province should have any great difficulty in disposing of a moderate sized issue of this type.

FEDERAL REVENUES SHOWING INCREASE

During May They Were $7,500,000 Over 1922 While Expenditures Declined

Dominion finances are off to a fair start for the coming fiscal year. In the first two months of the period, revenue has increased by $7,500,000 over the same two months of 1922 and expenditures have declined by about $300,000 on ordinary account and $800,000 on capital account.

Customs revenue during April and May was $21,573,207, an increase of $2,000,000 over the revenue in 1922. Excise revenue increased slightly, as did also income tax. Business profits tax revenue has declined, but due to new taxes there is a big increase in inland revenue, the total for two months standing at $17,950,735 as against $10,371,696 in 1922.

The net debt declined during May by $4,302,701, although standing some $16,000,000 ahead of last year at $2,406,399,510.

Some Believe Dominion Will Sell Bonds Here

Speculation as to where the Dominion government will raise the money required this year, has failed so far to elicit any definite information from Ottawa. However, Hon. W. S. Fielding, the Minister of Finance, is reported to have said, during a committee meeting, that:

"Anyone who is interested in Dominion bonds at 5 per cent. will have an opportunity shortly."

Some dealers construe this as an intimation that part, at least, of the money will be raised in Canada.

La Patrie Sells Bonds to Amount of $500,000

From Our Own Correspondent.

MONTREAL. — A bond issue has been arranged by the publishers of La Patrie, ranking as a first mortgage against their handsome building on St. Catherine Street. The amount of the bond issue is $500,000 and THE FINANCIAL POST is informed that the bonds may be offered to the public shortly by a local bond house.

La Patrie is considered as having gone ahead further than any of the other French papers during the past few years. It now carries a substantial volume of national as well as local advertising and earnings applicable to interest on the bond issue are said to be very satisfactory. The story is told that the Tarte brothers owners of La Patrie, refused an offer of $850,000 a short time ago for their paper.

Bonds Purchased Before Order-in-Council Signed

Considerable discussion and ill-feeling was aroused in Manitoba a few days ago as a result of the action of the Provincial Savings Office in purchasing bonds before the order-in-council authorizing their purchase had been signed by the lieutenant-governor of the province. Sir Jas. Aikens.

It is understood that E. A. Weir, manager of the Provincial Savings Office, received an offering of bonds which he considered particularly attractive. He got in touch with the provincial treasurer, Hon. F. M. Black, and on being assured that an order authorizing the purchase would be passed, accepted the offer and secured the bonds. Before the order was presented for his signature Sir Jas. Aikins learned of the purchase and raised serious objection to the procedure followed.

The attitude of the treasury officers was that expediency justified their action, especially as the bonds were high grade.

SAYS TAX-RAISING BODIES SPENDING TOO HEAVILY YET

President Speaks at Bond Dealers' Convention—New Officers Elected

In his address at the annual meeting of the Canadian Bond Dealers' Association at Winnipeg this week, A. L. Crossin, the late president, covered some phases of present day financial developments which are of interest to all investors. After commenting on the strength of the Canadian dollar, he emphasized the fact that investment rates of interest are getting down to 6 per cent. instead of 7 per cent., and that municipalities that had been shaky financially were getting back on their feet through careful management and cooperation.

He pointed out some of the defects in our financial fabric at present in evidence, stating that he believed they could be readily remedied. In this connection he said:

"Public expenditures by tax-raising bodies are generally out of line with the earning power of the community. Governments, whether political or municipal, appear to lack the will to cut off services enjoyed by citizens. Indeed, there has been a considerable increase in such services supplied the people ever since the war imposed upon us a grievous burden of debt. To apply economy in detail is unpopular. Governments are perhaps not so much to blame as voters, who believe that public moneys are created by a fiat of Parliament or extracted from pockets of millionaires. The fact must be brought home to them that they are taken from the daily earnings of farmers, workmen, tradespeople, merchants and professional classes. A vigorous, effective, popular demand for a reduction of 10 per cent. in the country's overhead might develop some surprisingly favorable results."

He issued a warning against the extension of additional powers to municipalities, and in urging a stricter supervision by provincial governments, he said:

"It is surely incumbent on the province to provide a qualified authority to pass upon municipal capital expenditures, examine engineers' plans, advise on methods of financing and check up sinking and replacement funds. Tribute must be paid to the good work already being done by local government and similar bodies in some of the provinces. This principle, however, must be recognized and extended if municipal bonds are to hold their place in the front rank of desirable sceurities."

He pointed out the limits of beneficial legal restrictions in the sale of securities, but declared that the heavy losses sustained during the past year by people of moderate means, justified a measure of restriction being exercised by governments.

The officers of the association for the coming year were elected as follows: president, J. W. Mitchell, vice-president, Dominion Securities Corporation, Toronto; vice-presidents, J. A. Eccles, president of Harris, Forbes & Company, Montreal, F. J. Coombs, of A. E. Ames & Company, Toronto, Edmund Taylor, of Lougheed & Taylor, Limited, Calgary; honorary treasurer, A. H. B. Mackenzie, of Mackenzie, Kingman, Montreal. It was decided to hold the annual meeting in Toronto next year.

REGINA HAS SURPLUS

From Our Own Correspondent.

REGINA.—For the first four months of the year, the city is showing a net surplus of $32,175.38. The expenditure for the period in question aggregated $354,623.77; the estimated outlay for the initial four months of the year had been $330,604.30.

UNLISTED BONDS

	Bid	Asked
Abitibi Gen. Mtge. 6's 1940	96½	97½
Algoma Steel 5's 1963	44	48
Amer. Sales Book 6's 1927	98	..
Ash. Hardware 5 p.c. 1928	91	..
Brompton P. & P. 8% 1941	109	..
Canada Salt 7's 1941	101	..
Wm. Davies 6's 1926	104	..
Dom. Iron Steel 5's 1930 ..	79	80½
Dunlop Tire 6's 1927	98½	..
Dom. Sewer Pipe, 6's 1927	94½	..
Dom. Mfg. 6's 1927	82	87
Eastern Car 6's 1952	93½	..
Gord. Iron & Fare 6's 1927	..	40
Harris Abattoir 6's 1928 ..	99	..
H. Smith Paper 7% 1941 ..	101	102
K. & S. Tire 7's 1935	75	80
L. Superior Paper 6's 1941	103	..
Marcus Loew's 8% notes..	..	94
Mattagami Pulp 6's 1937 ..	62	..
Mattagami Pulp 7% Deb...	35½	38
Morrow Screw 6's 1931 ..	84	..
Neilson's Wm. 6's 1933 ..	97	..
N. S. Steel 6% Deb.	88	90¼
Stan Clay Pro. 6% 1942 ..	..	90
Western Power 5's 1949 ..	85	86
Whalen Pulp 7% Deb. 1932	63	65
Burns P. 1st Mtge. 6's 1924	104	..
Simpson Robt. 5's 1952	85	..
Mount Royal 8% Deb.	..	88
Spanish River 8's 1941	106	107½

BOND MOVEMENTS OF THE WEEK

Week Ending June 12th.

BONDS—	Int. Rate	Due Year	Yield	Range 1922 High	Range 1922 Low	Range 1923 High	Range 1923 Low	Latest Price Ask	Latest Price Bid	Week End High	Week End Low
Bell Telephone	5	1925	5.00	98	94	101.90	97¼	101	99	100	—
Canadian Car	6	1939	6.05	101	95	100	99	—	99	99½	—
Can. Cement	6	1929	5.62	100½	94	102	100	—	101	102	—
Can. Cottons..	5	1940	5.92	88½	82	90	88	—	90¼	90	—
Cons. Rubber	6	1946	5.88	100¾	88	102½	100½	—	101¼	101½	—
Can. Locomotive	6	1951	6.07	100¼	99	99	96½	—	96	99	98
Cedar Rapids..	5	1953	6.15	97½	93	98	94⅞	—	98⅛	98	97¼
Dom. Canners	6	1940	6.98	97	93	99	90	—	96	98½	90
Montreal Power	4½	1932	5.38	93½	91½	95	92	94¾	93	93½	—
Montreal Trams..	5	1941	5.72	93½	87½	92½	89¼	91½	—	92	91⅞
N. S. Steel	5	1959	5.78	90	78½	92	87½	88½	87½	88	—
Montreal Sept.	6	1923	6.00	102	99	100	99¾	—	100	100	—
Ogilvie (B)	6	1932	5.56	102½	100	103	102½	—	102½	103	—
Quebec Rly.	5	1939	7.05	87¼	63½	82	69	80¾	80½	80¾	80
Rio	5	1935	6.51	87¾	76	87	84	87¾	86½	87	84
Sao Paulo	5	1929	6.90	91½	80	90	88¾	90	89	90	—
Steel of Canada	6	1940	5.86	100¾	97	101½	99	—	101	101½	—
Wayagamack..	6	1951	7.15	88¾	71¾	86¾	80½	—	86	86¼	86
War Loan	5	1925	4.76	96.30	96.10	100.90	99.10	100.65	100.55	100.70	100.25
Do.	5	1931	4.79	99.60	96.25	101.80	99.80	101.60	101.45	101.60	100.45
Do., ...	5	1937	4.75	101.50	99.50	103.30	102.00	102.60	102.50	102.75	102.60
Victory	5½	1923	4.58	100.70	98.75	100.95	100.25	100.55	100.45	100.50	100.30
Do., ...	5½	1924	5.15	100.75	98.00	101.40	100.25	100.60	100.50	100.70	100.35
Do., ...	5½	1927	4.74	102.70	99.75	103.50	102.35	103.20	103.10	103.25	103.00
Do., ...	5½	1933	4.83	104.35	101.25	106.70	104.40	105.45	105.35	105.45	105.20
Do., ...	5½	1934	5.16	101.35	98.80	103.90	101.30	103.05	102.95	103.25	103.00
Do., ...	5½	1937	4.77	106.25	103.00	108.40	106.50	107.65	107.55	107.80	107.50
Do., Renewal	5½	1927	5.00	101.10	99.40	102.80	101.00	102.20	102.00	101.62	101.55
Do., ...	5½	1932	5.17	101.10	99.70	103.00	101.00	102.55	102.45	102.70	102.25

TO SECURE BONDS BY POOLING MORTGAGES

Plan to Give Small Investor Chance to Get Mortgage Securities

A new type of bond in Canada is to be offered by the Municipal Bankers' Corporation. The plan is devised to make real estate mortgages available to small investors who would otherwise not be able to secure such investments. The company, called the Canada Housing Corporation, Limited, will make an issue of bonds for $100,000. The bonds will be secured by a first charge on all the company's present and future assets. The company will loan money on first mortgages on dwelling houses. These will be pooled and held as security for the bondholders. As a safeguard to the latter the appraisal of the properties on which loans are made must be approved by an officer of a local trust company. The plan has been followed in the United States, it is said, with considerable success. It is claimed that the security is enhanced by the fact that properties on which mortgages are taken are scattered, in other words, the law of averages acts for the protection of the investor.

The bonds bear interest at 6½ per cent. and mature May 1, 1943. They are being offered at par. The trust deed provides for a sinking fund amounting to 30 per cent. of the bonds outstanding at maturity. The directors of the Canada Housing Corporation are as follows: H. Addison Johnson, W. M. Cox, Sir William Hearst, K.C., W. E. Baldwin and R. K. Grimshaw.

WAYAGAMACK 6's due 1951

We deal actively in these bonds and offer them at the market.
Yielding about 7.05%

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6%
First Mortgage
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To mature July, 1943

PRICE:
99 and interest.
Yield about
6.10%

Write for Circular

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BELGO CANADIAN PAPER CO., LIMITED

6% First Mortgage
20-Year Bonds

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Principal and Semi-Annual Interest Payable in Canada or New York.

Here is a Bond secured by total assets that are over 2½ times the outstanding issue. Past earnings 3½ times and present earnings 5½ times Bond interest requirements.

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Yielding 6.10%

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Marketable Bonds

When you consider the purchase of a bond do you give careful thought to the marketable feature ?

Often you may through some emergency find it necessary to turn a part of your securities into cash.

The wider market that exists for a security the more readily it may be sold at a satisfactory price.

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ATTRACTIVE INVESTMENTS

	Coupon	Maturity	Yield
Can. Nor. Railway Guar. Dom.	4%	1934	5 1/12%
City of Woodstock	6%	1940	5.25%
City of Brandon	5%	1925	5.30%
Town of Oshawa	5½%	1926-36	5.30%
City of Three Rivers	5½%	1944	5⅜%
Penman's Limited	5%	1926	5.80%
Continental Paper Products (Guaranteed by Continental Bag and Paper Mills)	6½%	1943	6.55%
Drummond Investment Company, Ltd.	6½%	1938	6.60%
Professional Offices, Limited	7%		6½%

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TOURISTS MEAN MORE WEALTH TO B.C. THAN FISHERIES

(Continued from Page 1)

province there is no reason why the tourist industry should not in ten years give us a greater revenue than the lumber industry which last year yielded some $90,000,000. One of the advantages of the tourist traffic is that while the province of British Columbia has $90,000,000 worth of lumber less than it had in 1921, yet it still has the same scenic attractions that it had in 1921, although $20,000,000 has been paid for enjoying these, by the visitor from other parts and the wealth of the province has not been depleted in that way at all.

"That this money goes into every possible avenue of business, that it benefits the man on the land as well as the man in the city may be realized from the following figures:

"B. C. had last year on her farms 50,000 sheep. The tourists passing through Vancouver ate over 25,000 sheep and thus gave a market for half the total available supply. They consumed 42,000 bags of potatoes, 420,000 pounds of fruit, 3,500 cattle, 8,400 hogs, 2,100,000 loaves of bread and in each case they were the ultimate consumer and paid the highest price for these products.

"We are determined to give serious attention now to the proper development of this profitable business. We wish that the men in the other parts of Canada could realize the opportunities that are before them for the exploitation of their many beautiful playgrounds."

CIVIC AND PROVINCIAL FINANCE

AFFAIRS BETTER BY METROPOLITAN COMMISSION'S AID

Commission Has Paid Debentures of Four Suburbs of Montreal

From Our Own Correspondent.

MONTREAL.—In a few days the Montreal Metropolitan Commission will issue its first annual statement. The commission was created in April 1921 to establish an efficient control that would ensure the sound financial standing of all the municipalities under its jurisdiction and to help any municipality unable to meet its obligations. All of the municipalities on the Island of Montreal came into the arrangement and to date four municipalities have been aided by the commission to the extent of having their maturing debentures and coupons paid by advances from the funds of the commission.

In October, 1921, the commission undertook the work of relieving the financial embarrassment of these four communities and met their outstanding and overdue liabilities. In exchange for this, however, the municipalities had to submit their 1922 budgets to the commissioners and these were thoroughly examined and approved only after many cuts had been made in the proposed expenditures.

The municipalities aided and the amounts paid to October 31st last, which was the end of the fiscal year, were as follows:

Montreal North	$ 337,875
St. Michel	578,570
Pointe aux Trembles	621,093
Laval de Montreal	81,906
	$ 1,619,444

Approval Given to Loans

One work of the commission is to approve all loans made by the municipalities under its jurisdiction. None of the municipalities, with the exception of the city of Montreal, may contract any debts except of a temporary nature until the purpose, the legality and the strength of the issue is endorsed by the commission. During the period under review, loans to the amount of $4,337,070 were authorized by the commission and were financed through the sale of the commission's bonds. For this purpose the commission has made two loans to date, one in November, 1921, of $1,250,000 of five-year bonds and another in November, 1922, of $3,100,000 of twenty-year bonds. The proceeds of these loans have been used to liquidate the debts of the aided municipalities and for loans to the solvent municipalities which are individually responsible for the capital and interest. In addition, loans to the amount of $1,150,000 for some of the municipalities who were borrowing under the Quebec housing law were approved.

The point might be made for the benefit of those who do not fully understand the workings of the Metropolitan Commission that whether the bonds are issued in the name of the commission or in the name of the individual municipality, the security is precisely the same, the loan being secured by the taxable property of all municipalities in the jurisdiction of the commission in proportion to the value of the taxable property of each municipality. One result of the work has been that municipalities that had gotten into difficulties and could not finance their needs have been able to borrow for legitimate purposes. This has prevented defaults of a serious nature that would have affected investors.

At the same time, the system prevented municipalities from running up debenture debts beyond proper limits. The city of Maisonneuve before and during the war issued bonds for so many purposes that it was eventually unable to meet them or at least it seemed that payments might eventually get in arrears. The city of Montreal in 1918 was forced to annex the city of Maisonneuve. This might have created a precedent that would have induced other municipalities on the island to issue bonds beyond their ability to pay so that eventually the city of Montreal would have to annex them and assume their liabilities. This cannot happen now as the loans of all the municipalities must be approved first by the commission before they can be legally issued and approval may be given only to sound borrowings, it may be taken as certain, because the city of Montreal has eight of the fifteen commissioners on the board.

Now For a Wide Work

The Montreal Metropolitan Commission having gotten a good grasp of the financial affairs of the municipalities under its control, is going to extend its work to cover other matters. It plans to develop the resources and possibilities of the municipalities that have gotten into trouble, bringing industries and inhabitants to them to make it possible for them to eventually stand upon their own feet. An advisory board of engineers has been appointed consisting of the engineers of the different cities and towns, who will study the engineering problems of each locality to this end. This will put the very best engineering experience at the command of the smallest municipalities.

The expense of operating the commission has been remarkably small. It is understood that the report, when issued, will show that all operating charges from April, 1921, to October, 1922, totalled less than $9,500, or at the rate of about $6,250 per annum.

JAMAICA PUBLIC SERVICE CONTROL TO REMAIN HERE

Company Replaces Former West India Electric Company

From Our Own Correspondent.

MONTREAL.—The change of control of West India Electric is being followed by formation of a new company to be known as Jamaica Public Service Company and financing of the new company has already been arranged. Shareholders of West India Electric met this week and agreed to accept the price offered them for the $800,000 of stock outstanding. The price worked out at $140 per share.

Notice has already been given of the company's intention to redeem the $600,000 of West India Electric 5% now outstanding.

Financing will be done by a syndicate headed by Greenshields & Co., and including Aemilius Jarvis & Co., and Mackenzie & Kingman. An issue will be made probably next week of $1,000,000 of first mortgage 6½% 20-year bonds followed by an issue of $550,000 of 7% cumulative preferred stock.

Control Remains in Canada

Control of the new company remains in Canada. Management will be in the hands of Stone & Webster, the pioneers in the central management public utilities.

The Jamaica Public Services Company will operate, without competition, all of the principal public utilities in the city of Kingston, including street railway, electric light and power systems, serving a population of approximately 120,000 people. The property which the company has acquired includes the tramways systen formerly owned by the West India Electric Company and the electric light and power system of the Jamaica Light and Power Company.

The new company has also acquired the Jamaica Hydro-Electric Company, which owns power sites controlling approximately 6,000 horse power, which will eventually be developed.

Much of the new funds will be spent on developments to increase the facilities of the company. While a great deal has been spent on maintenance in the past few years new capital expeditures have not been undertaken.

Earnings Have Been Good

Capital of the companies comprised in the group has remained unchanged for over 20 years and earnings have been satisfactory during the period. In fifteen years gross earnings have increased 100% and net earnings 50%.

The franchises of the company are largely perpetual and as the government of the country is directed by the British Colonial Office local political interference is not known. Jamaica is a prosperous country, largely agricultural in its production.

CONSOLIDATED SMELTERS

Ore receipts at Trail Smelter, reported by the Consolidated Mining and Smelting Company, for the period May 22 to 31, amounted to 11,386 tons, 10,135 tons of which were produced by the company's mines and 1,251 by other mines. The receipts for the five months ending with May were 192,858 tons.

Tenders and By-Laws

TENDERS WANTED

June 27, Hawkesbury.—$19,043, 6%, 20-year serial bonds. J. O. Bertrand, Clerk-Treas. (See announcement on page 16.)

June 26, St. Francois Xavier de Chicoutimi, Que.—$400,000, 5% or 5½%, 27-year bonds.

June 26, Church and Ward of St. Francois Xavier de Chicoutimi.—$250,000 5% or 5½%, 30-year bonds.

June 23, Prince Rupert, B.C.—$78,500, 6%, 15 and 27-year bonds. D. J. Matheson, Treasurer.

June 21, Fort Frances.—$59,962, 6% 20-year debentures. H. E. Marr, Treasurer. (See announcement on page 16.)

June 30, New Glasgow.—$25,000, 5% 42-year debentures. James Roy, Town Clerk.

June 19, Manitoba—$1,000,000 5%, 1-year; $2,500,000, 5%, 20-year debentures.

DEBENTURE NOTES

Alberta.—Although some of the larger appropriations for capital expenditure have been deferred for the time being, the treasury has been enabled to cover a refunding issue due July 1 of $500,000 out of funds now in hand, and the provincial treasury is looking for easy street conditions this summer. The flotation of new debentures has been postponed for several months, but two irrigation issues will be on the market this month, totalling over $300,000. They are for the new west irrigation district, and the Canada Land Irrigation scheme, both issues to be at 5½ per cent. for 40 and 30 years respectively. Bids will be opened June 21.

WESTMOUNT PLANS ALL EXPENDITURES FIVE YEARS AHEAD

City Enjoys Many Municipal Luxuries And Pays Willingly

From Our Own Correspondent.

MONTREAL.—Fortunate are citizens of Westmount. Is there any other city on the continent that enjoys as many luxuries and has at the same time a low tax rate? Every street lamp in Westmount—and the city is a blaze of light compared to the neighboring districts of Montreal—is on a standard with underground wires; there are street lamps even in the lanes and alleyways; all garbage and ash collections are made at the back door. The city has no problems of suburban areas requiring large sums for local improvements that must be paid for by the city as a whole. There is no smoke nuisance because there are no factories.

Westmount is an unique city in that it is entirely surrounded by the city of Montreal and is practically one hundred per cent. residential. It is almost entirely built up and local improvement problems are likely to be small. Many of Montreal's wealthy men live in Westmount. They demand civic luxuries and get them and they pay only moderate taxes for them because the problems that surround the usual city are not seen in Westmount.

Sinking Fund in Shape

The financial position of Westmount is excellent and its debenture debt is not large in proportion to population. The city has a sinking fund which, if it increases at the present rate, will have a surplus of one million and a half dollars by the time the city's debentures mature.

But with all its natural advantages Westmount has other reasons as well for the soundness of its finance and the efficiency of its administration. It was the first city in Canada to adopt the city management plan of government and the third on the continent. The present city manager of Westmount, Mr. Geo. W. Thompson, was appointed in 1913 and is one of the pioneer city managers of the world. His annual report reads like the annual statement of an industrial corporation. In fact, it is headed, "Annual Report, General Manager, City of Westmount." The financial statements are all audited by an independent firm of chartered accountants. Their balance sheet and statements of receipts and expenditures, together with supplementary statements of each civic department, are as easy to read and understand as the most carefully prepared corporation profit and loss statement and balance sheet. It is a very human document, for the manager's report covers every activity of the city from the taking of the finger prints of 43 prisoners to the unveiling of the monument to the soldier dead of Westmount.

Looking Far Ahead

Civic expenditures in Westmount are planned for five years ahead. At the present time the city manager is working out a schedule of all the money that will be spent by Westmount on capital improvements for the next five years. When the total sum to be expended is known and careful revision has been made to the end of economy, the city will authorize a bond issue sufficient to cover all these expenditures and will issue the bonds as the money is required. Thus the city is certain that its bonded debt will never run ahead of its growth, for the systematic planning of capital expenditure prevents unwise commitments.

The city has one of the finest city halls in Canada, which has just been completed. It is a beautiful limestone structure in the Tudor style and cost less than $140,000. There are parks and playgrounds, a public hall, a library and similar community enterprises operated by the city. There is not a tavern in the town although Westmount is surrounded by towns and cities that have a wetness of continent-wide reputation. This explains the anomaly of seeing two groceries side by side, one selling beer and the other selling only near-beer. One will be in Westmount and the other just outside the city limits. Westmount has many sources of civic revenue but there are two kinds of licenses that contribute largely to the revenues of most cities but which do not give a dollar to Westmount. There is not a billiard room nor a theatre in the city.

While it has not many of the ordinary problems of cities elsewhere, Westmount has, of course, a few of its own because of its being self-contained. There was the problem of garbage disposal. This was solved by building an incinerator that burns all the city's garbage and supplies the heat from the burning to the city's electric light and power plant. The light and power plant pays at a definite rate for the heat it obtains in this fashion which reduces the cost of the garbage destruction to the city by that amount.

D. QUINLAN, former treasurer of Simcoe county, whose death was announced recently, will be greatly missed by the officials of that county. He had a wide experience in municipal affairs and made a study of different phases of municipal finance. It was largely due to his work that the county of Simcoe has no direct bond issues outstanding. Mr. Quinlan was a director of Municipal Bankers' Corporation, Toronto.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date	Place	Sold to	Rate	Term	Amount	Price	Basis
June 2	Vernon, B.C.	Gillespie, Hart & Todd, Vancouver	5½%	15 yr.	$30,000	96.33	....
June 6	Woodworth, R. M.	E. G. Read & Co.	5½%	30 ins.	60,000	97.	5.78
June 6	Pointe Claire, Que.	Dominion Securities Corp., Toronto	5½%	25 ins.	200,000	99.18	5'.59
June 7	Oshawa, Ont.	Dom. Securities Corp., and Central Canada Loan, Toronto	5 %	20 & 30 ins.	273,938	96.13	5.45
June 5	Huntsville, Ont.	Mackay & Mackay, Toronto	5½%	15 ins.	35,200	98.86	....
June 12	Sherbrooke Protestant School	McLeod, Young, Weir & Co., Toronto	5½%	29 yr.	100,000	100.53	....
June 1	Greenfield Park, Que.	Municipal Debentures Corp., Toronto	5½%		70,000	93.25	....
		CORPORATION					
June 12	Canada Housing Corp.	Municipal Bankers Corp., Toronto.	6½%	20 yr.	600,000	100.00	....
June 7	Western Fair Association	Municipal Bankers Corp., Toronto.	5 %	15 yr.	180,000	97.33	5.26

Montreal Catholic School Commission

5% Bonds
Maturing March 1st, 1943
Price: 99.50 and interest to yield about 5.04%

5½% Bonds
Maturing February 1st, 1943
Price: 103.70 and interest to yield 5.20%

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8% Cumulative Class "A" Preferred Shares.
Price: 100.00, Carrying a 25% Bonus of Common Stock.

This company is the largest retail distributor of groceries in Canada operating 240 stores.
Plans call for over 25 additional new stores in 1923.
Sales in 1922 increased over 47 per cent. and earnings over 72 per cent.
Dividends paid regularly on preferred shares, and common now paying $1.00 per year.
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A special circular we have prepared will be mailed upon request.

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INSURANCE TRUST PLAN INTRODUCED BY LOCAL COMPANY

Only for Men of Means —Affects Income Taxes

A form of insurance, called the insurance trust plan, which was introduced and has made some headway in the United States, will be introduced in Montreal shortly by a large Canadian trust company. The plan is such that only those with accumulations of considerable extent can take advantage of it. For men in this position there are some real advantages in it.

The important features of the plan are the creation of a trust deed covering part of a man's estate and the purchase of life insurance on his life with all or part of the interest derived from it. A man whose gross estate is $100,000 may deposit $25,000 with a trust company as a trust in favor of any person named in it. The deed of trust may direct that the trust company shall pay the interest, which at 6 per cent. would be $1,500, less the company's charges, to a life insurance company as premiums on the amount of life insurance it will carry on the ordinary life plan. In this case the person making the trust loses any legal interest in the money comprising it. Alternative plans may be followed by which the donor may reserve certain rights for himself in respect of the trust. The insurance purchased may be on a limited pay life plan and for such an amount that the original $25,000, as well as the interest on it is all absorbed in paying the premiums for the limited period. A stipulation may be made that after the premium payments are completed, the dividends on the insurance, if there are any, be accumulated for the beneficiaries of the trust, or paid directly to the creator of it. Another alternative is for the donor to stipulate that yearly income be paid him from the trust before insurance premiums are paid, or to reserve the right to make this stipulation at any future date if circumstances should make it desirable.

One of the advantages set forward by the exponents of the plan, is the saving in taxes which results. The regulations covering taxation vary in the United States with the different states, but in general a saving in income taxes and inheritance taxes is effected provided the truest deed places the moneys affected entirely out of the originator's control. This is due to the lower totals of income and net estate, which forces the application of the tax at a lower rate.

The same uncertainly exists as to its effect on taxes in Canada. A well-known income tax authority gives a definite opinion on the result. In the case cited above suppose the total income on the $100,000 is $6000 per annum. If no trust deed were made the income tax would ordinarily be levied at the rate on $6000 incomes, if a trust deed were made, completely alienating the subject of the trust from the orginator, income tax would be levied on the remaining $4500 income and on the $1500 income of the trust at the rates applying to $4500 and $1500 incomes respectively, an exemption of $1000 being allowed on the latter. The tax in this case would be less than in the former.

The succession duty provisions vary with the provinces, but it is doubtful if any saving would be effected from this standpoint in any province. In Ontario, for instance, the trust would be regarded as a gift. Under existing legislation such gifts may be subject to succession duties if made any time since 1892.

A trust company may operate the plan in conjunction with one insurance company, but more often a choice of any insurance company is allowed. Sane financial men regard it merely as a means to secure more business for a trust company. Others regard it as a sound plan for any man of means to avoid worry over part of his estate and an additional means of placing insurance in cases where it would be an advantage, but would not otherwise be secured. One difficulty in Canada, as pointed out by an eminent financier, is the inherent dislike of the Canadian for new and novel plans for the disposition of his money. At any rate the success of the plan will be carefully watched by many.

REPORT OF ONTARIO FIRE MARSHAL OUT

Regrets Tendency to Insure Full Value; Fewer Fires in Spring and Fall

The report of the Fire Marshal for Ontario for 1922 expresses regret at the growing tendency to insure up to full value. Following the heavy losses recently experienced, many companies are exercising more care in the selection of risks and are attempting to cut down their limit in many cases. Commenting on the report one company's bulletin to its agents says:

"It is generally supposed that the heaviest fire loss occurs in the winter months. This is not the case. In 1919, August led; in 1920, June; in 1921, May, and in 1922, December. In the last four years the first three places have been taken by six summer months, five winter months, and one spring month. The fall and spring have, therefore, the lowest record of fire loss.

"The fire record of the four largest cities shows a decreasing progression since 1920. This is encouraging.

"There is a fund of information in the analysis of the causes of fires. It is regrettable that first place must be given to those of undetermined origin. The loss from such fires amounted to $4,437,109, nearly half the total. Surely this indicates a degree of carelessness in property owners which, in the results, is almost alarming. Fires caused by electricity come second on the list and amounted to $1,656,362, a considerable increase over the year before, due mostly to four large fires. Spontaneous combustion follows with a loss of $1,011,133. Defective stoves, furnaces, boilers, and pipes were responsible for a loss of $945,997. It is significant that 1,004 unrodded buildings, but only 8 rodded buildings, were destroyed or damaged by fire caused by lightning."

OFFICIALS CONFER ON UNION FIRE AFFAIRS

Will Make Survey of Assets and Fix Basis for Paying Creditors

Considerable interest has been displayed by the public in the liquidation of the Union Fire and Casualty Company of Winnipeg. The insurance superintendents of four of the provinces where the company was operating, V. Evan Gray, of Ontario, Arthur E. Fisher, of Saskatchewan, W. W. Seller, of Alberta, and Thos. Heath, of Manitoba, have been conferring with Walter S. Newton, the official liquidator, in Winnipeg. It is understood that pro rata basis for payment of the company's liabilities will be fixed after a complete survey of the assets is made.

This company was one of a group, three of them operating in Canada, which was controlled by the Zenith Company. Following the failure of the company mentioned, another one of the group, the Merchants Casualty Company, was placed in such a position that negotiations for its sale were opened with a group of Waterloo men, who purchased it and are moving the head office to that town.

This association of financial institutions through interlocking directorates and stock ownership has extended to somewhat wide dimensions in recent years. While it must be admitted that there are certain advantages in close working arrangements of this nature, special opportunities for improper shifting of accounts are opened up. Government departments with supervision over the operation of these companies, should exercise care in seeing that investments and other items are not transferred from one company to another, and that the operations and statements of each company are reported separately.

BRING MONEY FROM BRITAIN TO CANADA

Though Dip in Sterling Has Temporarily Halted the Flow

From Our Own Correspondent.

MONTREAL.—W. H. Clark-Kennedy, Canadian manager of the Standard Life of Edinburgh, has returned to Canada after a business visit of some months' duration to the British Isles. While in Britain, Mr. Clark-Kennedy arranged for a large amount of his company's funds to be sent to Canada for investment. Much of this came out, but recent weakness in sterling has prevented a continuance of the flow. The Standard Life has always been a large investor in Canada, its investments here normally running about twenty million dollars as against liabilities of only eight millions. Advantage was taken of the high price at which the dollar was selling in Britain some time ago to send Canadian funds to Britain where gilt edged British investments could be purchased cheaply. Now the company's money is flowing in the other direction—coming to Canada for investment.

Mr. Clark-Kennedy feels that Canada need not worry about getting British funds. The only barrier, he feels, is the difference in exchange. Great Britain has surplus money and must find an outlet for its investment. Canada will get a large share despite some unfavorable advertising the country has received. The question of high taxes on companies operating in Canada has been considered but the taxes are not yet considered a prohibitive factor although a continuance of the rise in taxation might become so.

Mr. Clark-Kennedy found conditions in Britain sound and optimistic. "Britain has reduced its war debt more in the past three years than it reduced its debt in the entire sixty years following the Napoleonic wars," said Mr. Kennedy to THE FINANCIAL POST. "People are paying their taxes willingly in Britain because they know they are reducing their debts; getting something for their money. It is a nation that blunders at times but it is always ready to pay the shot."

Sun Life Asks Power to Absorb Companies

From Our Own Correspondent.

MONTREAL.—Formal notice has been given in the "London Gazette" that petitions have been presented to the High Court, in England, for sanction of the transfer to the Sun Life Assurance Company of Canada of the whole of the business of the China Mutual Life Insurance Company, other than fire, and the whole of the business of the Shanghai Life Insurance Company. Both petitions will be heard on June 26 in London.

"MARVALE" INSURED

Insurance to a value of £212,000 was carried on the Marvale, the C. P. R. steamer that foundered off Newfoundland. The boat was of 11,438 tons and carried a valuable cargo loaded at Montreal for the Clyde.

INCREASING FIRE LOSSES DISCUSSED BY MANUFACTURERS

Prevention Commissioner Urges Use of More Sprinkler Systems

The serious losses by fire during the past year and the necessity of steps being taken to reduce them were emphasized at the convention of the Canadian Manufacturers' Association in Toronto this week. The report of the insurance committee was read by Arthur Hewitt, manager of the Consumers' Gas Company and chairman of the committee. It commented on the adoption of the Model Fire Policy Act, the placing of a 5 per cent. tax on premiums paid to companies not licensed in Canada, and the amendment to the Ontario Insurance Act requiring a written application to secure automobile insurance.

The fire situation was dealt with comprehensively by Grove Smith, Dominion fire prevention commissioner. He pointed out that the estimated losses (from fire) of $43,745,005, or $6.20 per capita, in Canada during 1922 were the largest on record and that the total cost of fire greatly exceeded this figure. In the first place, the destruction from forest fires is not included in this total. Add to this the costs of water-works to control fires, the maintenance of fire departments, the money spent by private individuals and the appropriations of governments, an estimated total cost of over $100,000,000 is recorded, a sum practically equal to the total customs' duties, including business profits tax collected by the Dominion government.

A regrettable feature, as brought out by the speaker, is that the losses are increasing. Those of 1922 were $9,000,000 greater than in 1921, and during the first five months of the present year they were 20 per cent. higher than for the corresponding period last year.

Commenting on the distribution of the losses, he stated that the level was comparatively even in the different provinces. However, the distribution of values per fire shows another condition. While 70 per cent. of the fires occur in the homes of the people, out of a total of 26,894 fires, 115 in large mercantile and industrial establishments accounted for over 30 per cent. of the losses measured in value. In 1922 a larger precentage of losses than usual occurred in institutional buildings, especially denominational schools and churches.

He attributed the causes to two chief sources—carelessness and crime or moral hazards. In the case of many church fires investigation revealed that incompetent caretakers were responsible. Included in moral hazards are not only the wilful burning of buildings but what the speaker called unconscious incendiarism (illustrated by the man who allows conditions to exist which make fires possible and even probable). He emphasized the parallel of the number of fires and the extent of fire losses to the business failures over any period of years.

He offered several definite suggestions for cutting down this waste, in which he showed that much of the prevention work must be done by the owners of large properties. He encouraged the extension of the use of automatic sprinklers and maintained that an investigation of the results, where these are used, showed a saving many times the cost of installation and maintenance. He expressed regret at the moderate success of the sprinkler campaign. To illustrate the saving in insurance premiums, as well as fire losses, where sprinklers are installed, he took the case of a lumber property where the cost of installing the system is $20,000 and the saving in insurance premiums alone exceeds this sum in five years.

He also urged the fire insurance companies to spend a larger proportion of the premiums received on the inspection of risks covered and other prevention measures, pointing out that practically 80 per cent. of the premiums on boiler insurance are used by the companies in inspection to prevent losses.

Life Companies Finding Business Better in 1923

The June issue of the Life Underwriters' News contains some statistics covering the operations of life insurance companies in Canada. It states:

"By special arrangement with, and courtesy of, the Life Insurance Sales Research Bureau, we are pleased to report that their findings show a decided improvement in life insurance productions. The appended table based on the reports of 15 companies that had 85.4% of the total business in force in Canada on January 1st, 1922, needs no comment.

Province	Ratio to April '23 to April '22	Ratio of first four months '23 to 4 mo. '22
Alberta	95	88
Brit. Columbia	170	130
Manitoba	98	106
N. Brunswick	115	108
Nova Scotia	127	125
Ontario	135	114
Prince Ed. Isl.	113	78
Quebec	109	101
Saskatchewan	124	108
Newfoundland	118	116
Canada totals	121	108

NIPISSING'S STANDING

The statement which accompanies the recent dividend cheques of the Nipissing silver mines shows that the quick assets of the company now stand at $4,676,195. This compares with the capital outstanding of $6,000,000. Fully eighty per cent. of these assets are made up of Canadian and United States War Bonds, cash in the bank, and United States Treasury Certificates.

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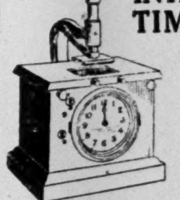

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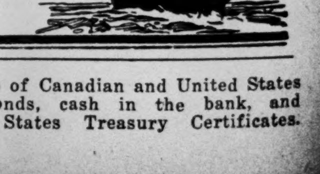

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HOW PRINCIPLE OF PREFERENCE HAS EXTENDED

(Continued from Page 2)

opportunity two years ago, Canada missed it. We have reduced our tariff four times since 1919. The previous Government reduced it twice, once in 1919 and again in 1920, and the present Government made further reductions in 1922 and 1923. Press the matter to its logical conclusion. Suppose the United States continues to raise its tariff until Canadian products are entirely shut out. Would we continue to lower our tariff and permit United States products to enter in larger quantities? How can we succeed nationally if we persist in this one-sided arrangement? It is economically unsound to go on buying hundreds of millions of dollars' worth more goods from the United States than we sell. When they lessen their purchases from us we must lessen our purchases from them and buy from countries which buy from us.

In 1896, approximately 30% of the total imports of Canada came from the United Kingdom. In 1913 the percentage was 20. In 1922 it was 16. For the year ending March 31st, 1923, it was 17. Proportionately, we are buying much less from Great Britain than we bought before 1896, when there was no preference. In fact, from 1896 the percentage has steadily declined and in no single year has it been as great as in 1896. That year, 55 per cent. of all Canadian exports went to the United Kingdom. In 1913 the percentage had fallen to 45. It fell as low as 26 in 1921. In 1922 it was 40, and for the year ending March 31st, 1923, it was 40. That is, the percentage of our total imports from the United Kingdom is 13 per cent. less and the percentage of our total exports to the United Kingdom is 15 per cent. less than when the preference was established.

These statistics show clearly that the objects of those who framed the preference to the United Kingdom, viz., to reduce the percentage of our purchases from other countries, to increase the percentage of our purchases from Great Britain, and to increase the percentage of our sales to Great Britain, have not been accomplished. In all three cases the result has been exactly the opposite and the policy has signally failed.

So far, we have been dealing only with the total trade between Canada and the United Kingdom. Let us examine particular results which followed the granting of the British preference. When the duties were lowered on goods entering Canada from the United Kingdom many Canadian industries suffered severely. The outstanding example is woollen textiles. This industry had made substantial progress by 1896 and there were throughout Canada a large number of woollen textile factories employing thousands of people, producing excellent goods and representing a large investment of capital. After the Canadian duties were lowered on British goods three times in succession the Canadian factories could not compete with the factories of the United Kingdom, equipped as the latter were for large scale production and favored by much lower labor and other operating costs. Eighty-eight textile factories closed down between 1899 and 1904, and many of us recollect the heavy losses incurred in the liquidation of those plants, and the resulting unemployment and business depression. The situation became so serious that the government appointed a special investigating commission which proceeded to Great Britain and reported on comparative manufacturing conditions and costs. As a result of the finding of the commission the duties on woollen textiles imported from the United Kingdom were increased sufficiently to offset the advantages possessed by the manufacturers of the United Kingdom.

Displace Canadian Goods

During the year ending March 31st, 1923, aided by the reduction made in the tariff in May, 1922, wool and manufactures thereof to the value of $30,919,000 were imported into Canada from the United Kingdom under the British preferential tariff. Yet, in spite of present conditions and past history, the Government reduced the duties on textiles last year and again this year.

The plain fact is that Canadian manufacturing industries cannot stand the competition of United Kingdom industries unless they are given adequate protection. British labor costs and general operating expenses are much lower than in Canada and will remain lower for the most obvious reasons. The surplus of shipping now available has reduced ocean freight rates with the result that British goods are being laid down in Canada at prices which Canadian manufacturers, who have to pay transcontinental freight rates, cannot meet.

Increased importations of British goods do not displace American goods now coming into Canada. They displace goods manufactured in Canada.

A very pertinent enquiry with regard to the British preference is this: Although we have extended to the United Kingdom a substantial Customs tariff preference since 1896, the United Kingdom has given nothing to Canada that she has not given to other British countries, many of which treat United Kingdom trade the same as foreign trade. Those who suggest further increases of the British preference now given by Canada, do not mention our getting anything in return. An individual does not conduct his business on this principle. If he did, he would soon be bankrupt. To illustrate take an article on which the general Canadian tariff is now 18%. Against the United Kingdom the preferential duty on this article would be 12%.

If we would increase the general tariff on this article from 18 to 36% we could then give a preference of 50% instead of 33-1/3 per cent. to the United Kingdom making the British preferential rate 18%. The Canadian competing industry would be in a better position than it is in now because it would have 18 per cent. protection instead of 12 per cent. The principal difference woul be that British goods coming in at 18% would displace some of the American goods coming in at 36%. This example shows that the basis of a successful preferential tariff policy is a general tariff which is high enough to make the bargaining preferences worth something. Otherwise there is little basis for bargaining.

A Suicidal Policy

Since the war we have been pursuing a suicidal policy. We have been reducing our tariff while other countries have been increasing theirs. Thus we have been enabling them to sell us more while they were making arrangements to buy less from us. The time has come when we should reverse our policy. Instead of lowering our tariff we should raise it. Having raised it we should then proceed to bargain with other countries, offering preferences for preferences. What will the result be of this policy? First, we shall be in a position to bargain effectively. We shall have something to offer and we can ask something in return. Second, it will increase east and west trade within Canada, which is necessary for our national development. Third, it will be the salvation of our railways. What these railways must have is more traffic moving east and west. Fourth, it will devolop our national ports both on the Atlantic and the Pacific and co-ordinate our merchant marine with our transportation system. Fifth, it will increase the national revenue. Sixth, it will give relief to Canadian producers and shippers, especially those in the Prairie Provinces, whose chief need is lower freight rates on their products over the long haul necessary to get them to market, and seventh, it will increase the population of Canada, extend the buying capacity of that population, and thus provide a constant home market for the products of Canadian farmers and other producers, which will not be suddenly taken away by the adverse legislation of other countries.

Immigration

Since 1851 the population of Canada has doubled twice, once in each thirty year period. There are two chief reasons why the increase has not been greater. The first is connected with the customs tariff. The government is increasing its efforts to get desirable immigrants from Great Britain. In the midst of these efforts it reduces the duties on goods coming into Canada from Great Britain, thus encouraging British workmen to stay in Great Britain and make goods to send to Canada. We are trying to get immigrants from the United States, but remain passive towards the increase of their tariff against us, although it encourages their citizens to stay at home and make goods to sell us and also entices our people to the United States to help make these goods. One policy neutralizes the other. If we had an adequate tariff, goods now imported in the finished state would be made in Canada, and people from Great Britain and the United States would come voluntarily to this country in order to take advantage of the opportunities for employment in industry and business. Prospective agricultural immigrants know that it is difficult to make a living from farming remote from large centres of population. They need adequate and permanent markets. Their problem is familiar to others. We have sufficient industrial plants now to manufacture for a much larger population. The transportation system could serve millions more people with little extra expense. The retail merchants could supply double their present number of customers without any inconvenience. What Canada needs very badly is more population of the right sort. Capital and labor follow opportunity for investment or employment, and a proper tariff by developing the country, provides both.

The second reason for the slow growth in population is the opposition of organized labor, and its policy of keeping out immigrants, especially those having skilled trades, in order to maintain wages in Canada at higher levels. It is obvious that such a policy is bad for the country as a whole and bad for labor too, because every immigrant is not only a producer but he is also a consumer, requiring food, clothing, houses, transportation and other things produced by labor. More immigration means more consumers; more consumers mean more work. Why then should Canadian wage earners be afraid of immigration?

Legislation

We all remember the story of Gulliver, cast up on the shore of Lilliput. Like Gulliver, Canadian industry is tied and restricted by hundreds of regulations, taxes and imposts.

Business men throughout Canada have been expressing themselves very frankly during the past year in regard to taxation in this much overgoverned country. We have a huge administrative plant for the Dominion, nine extensive administrative plants for the nine provinces, and, in addition, the municipal governments of the cities, towns, villages, counties and townships. Think of the overhead expense in connection with such administration. Could private companies stand it? Moreover, many of these governments are engaging more and more in business in competition wtih private individuals, or, in other words, with tax payers. Private companies, like private individuals, do without things they cannot afford because their shareholders expect returns for their capital, but government enterprises spend millions here and there with cheerful indifference, knowing that if they have deficits, the tax payer shoulders them. If Canadians, like other people, get the sort of government they deserve, it is high time that the tax payers took more interest in business of the country. Manufacturers should take a more active part in politics, not as an association, but as individuals in our own communities, in order to secure more economy in the expenditure of public funds.

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May Building Shows Tendency to Ease: West Figures Decline

May building fell below the total of May, 1922, but the amount of the decline was small and the total for the five months of 1923 stands materially ahead of the same period of building in 1922. The decline in May building took place in the west, wiping out the slight increase in building in the east and leaving a net loss.

It is to be noted that only in 11 of the 31 eastern cities reported were there increases, the other 20 showing declines. Port Arthur stands out as having the only gain of over one million, two large elevator permits being taken out. Six of 15 western cities show gains and these were all small, while in the loss column there were some heavy totals.

The figures:

BUILDING PERMITS ISSUED IN MAY

EASTERN CITIES

	May 1923	May 1922	Change	5 Months 1923	5 Months 1922	Change
Maritimes—						
Halifax	$ 43,462	$ 547,050—	$503,588	$ 129,207	$ 775,798—	$ 646,591
Moncton	39,805	178,285—	138,480	87,750	371,193—	283,443
New Glasgow	5,500	3,175+	2,325	10,075	13,295—	3,220
St. John	60,000	75,000—	15,000	153,300	280,000—	126,700
Sydney	27,907	32,435—	4,528	58,150	93,510—	35,360
Quebec—						
Lachine	27,930	42,995—	15,065	301,485	160,040+	141,445
Montreal	3,524,825	2,831,690+	693,135	13,239,307	6,583,797+	6,655,510
Quebec	402,269	618,486—	216,217	1,084,239	1,274,279—	190,040
Sherbrooke	48,000	122,000—	74,000	136,000	301,000—	165,000
Westmount	435,090	336,405+	98,685	706,025	560,670+	145,355
Ontario—						
Brantford	109,065	73,040+	36,025	222,190	159,760+	62,430
Chatham	28,650	16,870+	11,780	80,970	97,580—	16,610
Ft. William	44,625	117,575—	72,950	862,475	185,950+	676,525
Galt	35,650	61,415—	25,765	60,846	128,528—	67,682
Hamilton	1,020,535	680,800+	339,735	2,290,965	2,336,140—	45,175
Kitchener	326,080	384,100—	58,020	767,927	1,070,125—	302,198
Kingston	56,402	72,594—	16,192	486,693	157,283+	329,410
London	500,930	439,825+	61,105	1,318,890	1,049,145+	269,745
Ottawa	503,742	867,351—	363,609	1,300,342	2,013,966—	713,624
Peterborough	26,175	178,518—	152,343	100,311	299,130—	198,819
Pt. Arthur	1,335,418	30,296+	1,305,122	2,121,492	880,332+	1,241,160
Sarnia	69,751	111,377—	41,626	320,122	374,206—	54,084
St. Ste. Marie	76,785	121,686—	44,901	119,135	285,918—	166,783
St. Catharines	121,430	84,591+	36,839	301,557	298,352+	3,205
St. Thomas	43,245	29,133+	14,112	77,226	90,307—	13,081
Stratford	110,895	168,928—	58,033	206,507	508,681—	302,174
Toronto	4,081,440	4,193,991—	112,551	14,017,202	13,500,745+	516,457
Welland	16,510	74,100—	57,590	100,720	116,370—	15,650
Windsor	869,315	417,205+	452,110	2,394,960	2,034,185+	360,775
Woodstock	22,115	57,029—	34,914	147,635	105,743+	41,892
York Twp.	1,172,450	1,569,500—	397,050	4,577,000	4,829,850—	252,850
Ttl. 31 E. cities	$15,185,996	$14,537,445+	$648,551	$47,780,703	$40,935,878+	$6,844,825

WESTERN CITIES

	May 1923	May 1922	Change	5 Months 1923	5 Months 1922	Change
Alberta—						
Edmonton	$ 275,980	$ 491,575—	$215,595	$ 492,375	$ 812,575—	$ 320,200
Lethbridge	10,800	29,760—	18,960	89,640	82,200+	7,440
Med. Hat	2,700	165+	2,535	9,865	6,695+	3,170
Manitoba—						
Brandon	17,556	49,200—	31,644	32,995	72,715—	39,720
St. Boniface	57,530	80,565—	23,035	126,080	178,814—	52,734
Saskatchewan—						
Moose Jaw	29,760	84,121—	54,361	120,706	146,038—	25,332
Prince Albert	167,665	6,665+	161,000	203,440	56,393+	147,047
Regina	274,225	344,550—	70,325	572,490	613,020—	40,530
Saskatoon	211,860	852,760—	640,900	374,713	968,190—	593,477
Weyburn	7,950	5,975+	1,975	9,425	10,985—	1,560
Yorkton	9,900	33,200—	23,300	19,700	43,350—	23,650
British Columbia—						
Nanaimo	33,583	24,230+	9,353	81,643	55,091+	26,552
N. Westmin'r	35,723	23,225+	12,498	106,928	101,775+	5,153
Vancouver	413,113	361,640+	51,473	1,997,329	1,628,901+	368,428
Victoria	31,130	65,560—	34,430	380,184	333,567+	46,617
Ttl. 15 W. cities	$ 1,579,475	$ 2,453,191—	$873,716	$ 4,617,513	$ 5,110,309—	$ 492,796
Gr. Ttl. 46 cities	$16,765,471	$16,990,636—	$225,165	$52,398,216	$46,046,187+	$6,352,029

Membership of C.M.A. Continues to Increase

The membership of the Canadian Manufacturers' Association on April 30th this year stood at 4,288. The following is a summary of the applications for and resignations from membership during the year.

Division	Applications	Resignations	No.
Ontario	219	174	45
Quebec	117	98	19
Prairie	58	111	..
Maritime	20	21	..
British Columbia	25	19	6
Totals	439	423	70

Growth of Association

Fiscal year	Association's Total-Membership	Net gain over preceding year
1899	132	
1900	340	208
1905	1,839	328
1910	2,608	252
1915	3,061	18
1920	4,061	531
1921	4,231	170
1922	4,272	41
1923	4,288	16

Note:—The gain shown in the third column is net, i.e., the difference between new applications and resignations accepted.

NIGHT HAWK CUTS VEIN

Night Hawk Peninsula operations have picked up vein No. 4 on the 425 foot level. The vein has a width of 17 feet, and shows ore averaging $10 to $17 per ton over the whole face. This is the most important development to date on this property.

New Issue

$600,000.00

Canada Housing Corporation, Limited

20-Year 6½% Mortgage Gold Bonds

Dated May 1st, 1923 Due May 1st, 1943

Interest Payable May 1st and Nov. 1st at the Bank of Nova Scotia, Toronto

Coupon Bonds of $100, $500 and $1,000, with privilege of registration as to principal. Redeemable in whole or in part at the option of the Company at 103 and accrued interest on any interest date after May 1st, 1928.

LEGAL OPINION:
Osler, Hoskin & Harcourt.

TRUSTEES:
Montreal Trust Company.

DIRECTORS:
H. Addison Johnston, President, Toronto Homebuilders' Association, Managing-Director, Professional Offices, Ltd.
W. M. Cox, Vice-President and General Manager, British-America Assurance Co., Vice-President and General Manager, Western Assurance Co.
Sir Wm. Hearst, K.C., C.M.G., Commissioner, International Deep Waterways Commission; Prime Minister of Ontario, 1914-19.
W. E. Baldwin, General Manager, Continental Fire Insurance Co., General Manager, Fidelity Phoenix Fire Insurance Co.
R. K. Grimshaw, President, Grimshaw Bros. Ltd., Builders and Contractors, Treasurer, Toronto Homebuilders' Association.

SECURITY:
The Bonds will be secured by:
(a) A first charge and prior lien on all the Company's present and future assets;
(b) By mortgages on solid brick houses, deposited with the Montreal Trust Company, Trustee for the bondholders. These mortgages shall at all times exceed in value the amount of the bonds outstanding. The mortgages will be on Toronto homes and will be accepted only when accompanied by the favorable reports of an independent appraiser.
(c) Additional security will be provided by the covenant of a responsible mortgagor on every home mortgage.

SINKING FUND:
As additional security the trust deed provides for a sinking fund amounting to 30% of the bonds outstanding at maturity. Considering the liquid nature of the securities deposited with the Trustees, this sinking fund, in our opinion, is more than ample to meet all requirements.

SAFETY:
In the past 50 years there has not been one dollar lost on bonds or debentures secured by mortgages on Toronto homes.

PRICE: 100 and accrued interest, to yield 6½%.

Orders or reservations may be telephoned or telegraphed at our expense.

Municipal Bankers
Sales Corporation, Limited
Government Municipal and Mortgage Bonds
34 King Street East, Toronto

U.S. FARMER TO REDUCE ACREAGE TO BOOST PRICES

Theory That Europe Not a Worth-While Buyer

MAY HELP CANADA

Cut in American Agricultural Output Would Naturally Help Price for Canadian Products

From Our Own Correspondent.

NEW YORK.—The American farmer will take a leaf out of unionized labor's book if the promoters of the "wheat conference," to be held in Chicago next week, have their way. The conference will discuss ways and means of cutting down the production of American grain and putting the American grain market on a purely "domestic basis," according to information obtained here. For some months back the feeling has been growing stronger in the grain growing districts of the West and Middle West that it was a mistake to continue to produce grain for the export market; that American grain growers should attempt to grow only enough wheat for the domestic market and thus make it possible with the aid of the tariff to fix grain prices without interference from outside markets. This feeling has found expression on several occasions recently in the farm journals of the West and has been heavily stressed in the editorial pages of Wallace's Farmer, generally regarded as the organ of Secretary Wallace, of the Department of Agriculture. Governor Preus, of Minnesota, one of the principal backers of the forthcoming conference, has been for some time in favor of a reduction in the acreage set to wheat and a number of influential leaders in the agrarian movement have taken the same stand.

Apparently the Administration, as represented by Secretary Wallace, finds itself lined up with the grain growers in support of the chief purpose for which the conference has been called—ways and means of improving the position of the American grain growers. It is believed to feel that little can be done to restore genuine stability to the business structure of the country as long as the farmer continues to sell his products at virtually cost. Something can be done, according to the Administration view of the situation in the Western farm districts, to relieve the pressure on the farmer's buying power by reducing freight rates, but even relatively heavy cuts in the rates on grain will not be sufficient. Grain prices must be higher and markedly higher, if the farmer's normal buying power is to be restored. According to local grain men who have made a close study of the situation in the Western grain growing states, the position of the grain growers is still painful if not serious; in many cases they are receiving for their grain less than it costs to produce. This being the case they naturally have no surplus with which to buy luxuries.

Credit Scheme Fails

The provision of new agricultural credit machinery, while it has apparently made it possible for the grain growers to hold over a large volume of grain from the harvest of last year, has not done the grain grower much good. Ample credit may have relieved the most pressing of his immediate troubles, but it has, of course, in face of the general weakness of the export market during the past six months, been able to do little in the direction of changing the fundamental factor in the general situation.

The failure of the tariff and the new credit creating machinery to markedly alleviate the position of the grain grower is, therefore, believed here to have brought forth the suggestion that the American grain grower cut himself off from the export market as quickly as possible. Apparently those who have been making this suggestion believe that there is very little chance of Europe paying much more than it is at present for her wheat and flour and that the American grain grower who believes that he can depend upon European buying to pull him out of the hole in which he at present finds himself is leaning upon a broken reed. It is, of course, an extremely important part of their whole plan to retain the present high agricultural sections of the Fordney-McCumber Tariff intact.

Would Help Canada

As several local grain brokers with Canadian affiliations have pointed out to your correspondent recently, this carefully-organized campaign to induce grain growers to cut down their acreage will, of course, eventually work to the benefit of Canada and the Canadian grain grower. If it succeeds only partially it will eliminate a certain amount of American competition in the Liverpool market and make way for the sale of larger quantities of Canadian grain in the European market. If it succeeds completely, as it easily may, it would probably cut down the production of American grain about twenty per cent., accelerate the tendency which has been commented upon by a number of agricultural economists during the past two years for the consumption of wheat in the United States to increase faster than production and eventually force this country to import larger quantities of Canadian grain despite the tariff wall. Thus in the long run the success of the project which the Governor of Minnesota and his associates will discuss at the conference in Chicago may well improve the market for Canadian grain both in Europe and in the United States.

Preference to Help Canada's Export Trade

From Our Own Correspondent.

NEW YORK.—American business men with plants in Canada are following with a great deal of interest the development of the plans for the forthcoming Imperial Economic Conference in London. Many of them apparently believe that the conference will strongly support carefully-laid plans for the enactment of broad preferential trade agreements between the different parts of the British Empire, a turn of events which they feel cannot help but do much for Canada's foreign trade and incidentally for the thousand or so American plants in the Dominion.

Educating Workers to Accept Healthy Wage

In Canada as well as in the United States, recent years have seen a marked growth in the movement towards the establishment of shop committees and industrial councils in particular units of industry. Though some of the more elaborate and highly-artificial systems have not outlived the first enthusiasm and active direction of their founder, many of the more sober and less ambitious programs have proved a striking success. Thus, in many cases in the United States and not a few in Canada, when during the period of deflation, wage reductions became necessary, on the situation being explained to the shop committee, the men's representatives themselves voted in favor of reduction.

Taxation Uncertainty a Cause of Confusion

From Our Own Correspondent.

MONTREAL.—How the rulings of the Department of Taxation at Ottawa are causing confusion to business is exemplified in the annual report of Canadian Converters. The company has set aside a much larger sum than usual for depreciation, contingencies, taxes, etc., because it is not yet sure how its taxes will be affected by the taxation of bond interest according to recent Ottawa rulings. The company, it was explained at the annual meeting, is not certain that it will not be called upon to pay the double taxation, but wishes to be prepared for any emergency.

The president, James R. Gordon, stated that advance bookings are much larger than they were a year ago.

Brandram-Henderson Building Extensions

From Our Own Correspondent.

MONTREAL. — Brandham-Henderson and Company are planning some extensions to their plants. A new varnish factory and enamel plant are to be built in Montreal.

Chiefly for the purpose of financing these improvements $200,000 of the 6 per cent. consolidated mortgage bonds due in 1939 have been sold to the Royal Securities Corporation, and a public offering will likely be made shortly. The last annual report showed a total of $1,250,000 of these bonds authorized and $698,000 issued. Of the unissued bonds $302,000 were in escrow and $250,000 in trust. It was provided by the trust deed that the treasury bonds—in trust—could be issued only to the extent of 75 per cent. of the cost of additional expenditures.

Government Vessels to Develop Cattle Trade

From Our Own Correspondent.

OTTAWA.—The announcement that the Canadian Government Mercantile Marine will fit up eight of its vessels to engage in the cattle trade between Montreal and Cardiff comes as the result of strong pressure brought to bear by the farming interests.

Since the opening of the shipping season, when with the lifting of the British embargo cattle began to move in large numbers to the United Kingdom, there has been much complaint about the lack of space. The Progressives have been pressing the government in this matter, as have others. The McMaster Committee also drew attention to the situation. Each vessel is expected to carry 225 head. If the service is successful, it will probably be increased. Up to May 31st, 15,434 head have been shipped to Britain.

RAILWAYS TO RUN SETTLEMENT WORK UNDER NEW PLANS

Business Men Will Give Support if Association Makes Good

CHIEF WORKER OUT

M. A. Brown Not in New Organization—Chances for Success Now Seem Brighter

From Our Own Correspondent.

MONTREAL.—Most of their ambitious plans thrown in the waste-basket and back again to the original ideas of the Western Canadian Colonization Association, the Canadian Colonization Association is starting off with better prospects of achieving some measure of success than they have had at any time in the past. The original promoter of the association and the hardest worker in the whole plan has dropped out; the biggest supporters of the scheme were disappointed with the way their money was being spent under the active management of M. A. Brown, former mayor of Medicine Hat, and he has retired from the board to devote his attention to private affairs. The financial and industrial interests who subscribed in the neighborhood of a million dollars for the work of the association and who paid large sums on account, have adopted an attitude of watchful waiting. The railways have arranged to give substantial financial support to the newly organized association. But the private firms and banks do not intend to make any further contributions until they are shown definite results.

As one of the biggest supporters put it this week, "The railways can afford to give heavily to the association; immigration is their business and their representatives on the board can run things. But the rest of us have to be shown if they want any further contributions from us."

President Highly Regarded

Sir Augustus Nanton, the new president, has the confidence of the financial and business community throughout all Canada; not necessarily more than Sir John Willison, the former president, but being a Westerner and more actively engaged in business he is in a position to take greater interest in running the affairs of the association than Sir John, whose chief value was his widespread influence as a leading Canadian publicist. With Sir Augustus the board of directors will consist chiefly of men who know immigration in a practical sense. Each of the railways has three directors and the Federal government another three. The board will have at least $300,000 a year at its command, being $100,000 a year from each of the railways and $100,000 from the Dominion government.

Abandon Forced Listing

The former plan of forcing the listing of all vacant lands fell through because the provincial governments could not see their way clear to put such strong-arm legislation on the statute books. All the new association will do was set out in the first statement of the new president. He said:

"It is clearly understood that the reorganized association will operate on a non-profit sharing basis, and its activities conducted wholly for the purpose of advising and assisting intending settlers to obtain suitable land without any charge for its services, either to the owner of the land to be sold through the auspices of the association, or the settler-purchaser.

"It was also made clear that the association had been re-organized for the purpose of dealing with the colonization of the large area of land now privately owned or in the hands of corporations other than the Canadian Pacific and the Canadian National Railways, who have their own colonization departments, but adjacent to such railway lines in the four western provinces. In listing lands for sale the association will bring the intending settlers in touch with the owners of such lands, the owners listing the lands with the association after designating the local agents—if any—through whom the sale is to be closed. In addition, the association will undertake the necessary welfare work to help the settler in every possible way after he gets located on his farm."

Out of Real Estate Business

This is a vastly different proposition than going into the real estate business in competition, directly or indirectly, with practically every land agency in the West, getting a tremendously powerful force of immigration agents at odds with the association's work.

Business men will watch the new work with interest. Most of them are likely to take the attitude that they will not commit themselves to an expression of opinion or a donation for support until the association has proven itself. In the meantime the association's work is now in the best of hands and with finances assured the experiment has every opportunity before it.

CANADA'S OUTPUT OF AUTOS HIGH IN 1922

Canada produced 101,007 autos in 1922 or 7 per cent. higher than 1920, the former high year. The Dominion Bureau of Statistics in making public these figures placed the total value of the 1922 output at $81,956,429, or $14,906,220 greater than in 1921, and $19,509,417 lower than that of 1920.

Advances in production were especially notable in the closed cars. The output of coupes increased from 3,276 in 1920 to 5,367 in 1922, and of sedans from 4,681 to 10,431. The number of runabouts also increased from 3,759 in 1920 to 4,700 in 1922. The production of touring cars was 58,596, or 8,723 less than in 1920, but 13,786 greater than in 1921. The output of trucks followed a similar trend, since 10,174 were manufactured in 1920; 5,148 in 1921, and 8,169 in 1922.

Canada's auto industry in the two years is shown in the following table:

	1921	1922
Capital employed	$40,080,269	$47,761,964
Salaries and wages paid	13,331,084	11,278,643
Cost of coal ..	703,736	471,387
Miscellan's exp.	11,539,079	6,519,510
Cost of materials	67,157,045	54,408,719
Value of prod...	67,050,209	81,956,429
Value added by manufacture .	34,308,801	27,547,710

Beck Mixes Political Situation

Sir Adam Beck's action in throwing his hat into the ring in the Ontario election as a Conservative candidate has given the political "dopesters" something interesting to figure on.

If Sir Adam is elected and Drury is returned to power, can he continue in the Hydro chairmanship as an appointee of the government he has opposed? Hardly, it is thought. His resignation would be in order. And there is a rather widely held opinion that Sir Adam at this stage would not mind dropping out. Not only has he had a strenuous career but he has received a check in his creative plans and now has to face the less pleasant reality of showing a profit on the millions of the taxpayers' money which he has spent

If Sir Adam is elected and Ferguson becomes premier, will these two be able to pull together? Will Ferguson be willing to spend a hundred millions or so to finance the radial railway schemes of Beck in the face of the unfavorable reports of best available expert opinion? Hardly. Ferguson has given no indication that he would finance Beck ambitions and the latter's desertion of the conservative party in the past has not been altogether forgotten.

If Sir Adam is elected and succeeds to the leadership of the Conservative party (as is being predicted) either as premier or leader of the opposition, what will be the attitude of the Liberals (and the Globe) in regard to him? How long would the party stand for his autocratic methods? Perplexing questions.

If Sir Adam is defeated will he retain the Hydro chairmanship? Under Ferguson he might do so but under Drury his resignation would seem to be in order—and would perhaps be willingly tendered.

In any event there are very interesting possibilities as to the effect of the step of the chairman of the Hydro commission in plunging this gigantic public ownership enterprise into politics.

International Petroleum Company Limited

Notice of Dividend No. 4

NOTICE is hereby given that a dividend of 25c. United States Currency per share has been declared by the Directors of the International Petroleum Company, Limited, and that the same will be payable on or after the 30th day of June, 1923, in respect of the shares specified in any Bearer Share Warrants of the Company upon presentation and delivery of coupons No. 4 attached to the said bearer Share Warrants at the following banks:—

The Royal Bank of Canada,
60 Church Street, Toronto, Canada.

The Farmers' Loan and Trust Company,
16-22 William Street, New York, N.Y.

The Farmers' Loan and Trust Company, Limited,
26 Old Broad Street, London, E.C., England.

OR

The Offices of the International Petroleum Company, Limited,
56 Church Street, Toronto, Canada.

The payment to Shareholders of record whose shares are fully paid up at the close of business on the 23rd day of June, 1923, and whose shares are represented by registered Certificates will be made by cheque, mailed from the offices of the Company on the 29th day of June, 1923.

The Books of the Company will be closed from the 25th day of June, 1923, to the 30th day of June, 1923, inclusive, and no Bearer Share Warrants will be "split" during that period.

United States Internal Revenue Ownership Certificates, Form 1001-A, revised, properly executed, should accompany all coupons which are presented direct, by shareholders to The Farmers' Loan and Trust Company, 16-22 William Street, New York City, New York.

By Order of the Board.

J. R. CLARKE, Secretary.

56 Church Street,
Toronto, Canada.
15th June, 1923.

The Mexican Light & Power Co.

LIMITED

(Incorporated under the Laws of Canada)

5 PER CENT. FIRST MORTGAGE GOLD BONDS

The Mexican Electric Light Co.

LIMITED

(Incorporated under the Laws of Canada)

5 PER CENT. FIRST MORTGAGE GOLD BONDS

Pachuca Light & Power Company

5 PER CENT. 50-YEAR FIRST MORTGAGE BONDS

NOTICE IS HEREBY GIVEN that in pursuance of the terms of the Agreement of Arrangement, dated 30th May, 1921, and confirmed by the holders of the above mentioned Bonds at the meetings held on the 29th June, 1921, the half-yearly interest coupons specified below will be paid in accordance with the tenor thereof on and after the 30th June, 1923, as follows:

THE MEXICAN LIGHT & POWER COMPANY, LIMITED, 5 Per Cent. First Mortgage Gold Bonds, Coupon No. 36, due 1st February, 1921, and THE MEXICAN ELECTRIC LIGHT COMPANY, LIMITED, 5 Per Cent. First Mortgage Gold Bonds, Coupon No. 31, due 1st January, 1921, at the Bank of Montreal, Toronto and Montreal, Canada; London, England, or at their agency in New York, U.S.A.

PACHUCA LIGHT & POWER COMPANY, 5 Per Cent. 50-year First Mortgage Bonds, Coupon No. 21, due 1st April, 1921, at the Canadian Bank of Commerce, London, England; Toronto and Montreal, Canada, or at their agency in New York, U.S.A.

Dated this 16th day of June, 1923, for the above named Companies.

R. H. MERRY.

KERR LAKE MINES, LIMITED.
61 Broadway, New York.
DIVIDEND NO. 19.

June 11, 1923.

The Board of Directors have this day declared a dividend of 12½c per share on the capital stock of the Company, payable July 16th, 1923, to stockholders of record at the close of business on July 2nd, 1923. Books will not close.

E. H. WESTLAKE, Treasurer.

MUTUAL FINANCE CORPORATION, LIMITED

NOTICE OF DIVIDEND

Notice is hereby given that the regular half-yearly dividend at the rate of 8% per annum has been declared by the Board of Directors for the half year ending June 30th, 1923, payable July 20th, 1923, to fully paid-up shareholders of record June 30th, 1923.

A. F. HEALY,
President.

Windsor, Ont., June 8th, 1923.

The Steel Company of Canada, Limited

Preference Dividend No. 48—

NOTICE is hereby given that a dividend of one and three-quarters per cent. on the issued and fully paid Preference Shares of the Company has been declared for the quarter ending June 30th, 1923.

Ordinary Dividend No. 26—

NOTICE is also given that a dividend of one and three-quarters per cent. on the issued and fully paid Ordinary Shares of the Company has been declared for the quarter ending June 30th, 1923.

The above dividends are payable August 1st, 1923, to shareholders of record at close of business, July 4th, 1923.

By order of the Board,
H. H. CHAMP,
Treasurer.

Hamilton, Ontario, June 9th, 1923.

The Saskatchewan Creamery Company of Moose Jaw Limited

NOTICE is hereby given that a dividend at the rate of 8 per cent. per annum upon the fully Paid-up Second Preferred Stock, and a dividend at the rate of 6 per cent. upon the fully Paid-up First Preferred Stock of the Saskatchewan Creamery Company of Moose Jaw, Limited, has been declared by the Directors for the half year ending June 30th, 1923, and same will be payable at the Head Office in the City of Moose Jaw, Sask., on and after July 1st, 1923.

The Transfer Books will be closed from the 16th to the 30th of June both days inclusive.

By Order of the Board,
J. A. CAULDER,
President.

Moose Jaw, Sask., June 8th, 1923.

THE TORONTO GENERAL TRUSTS CORPORATION

DIVIDEND No. 108

Notice is hereby given that a dividend of three per cent. (3%) has been declared upon the Paid-up Capital Stock of this Corporation for the quarter ending June 30, 1923, being at the rate of

Twelve Per Cent. Per Annum

and that the same will be payable on and after Tuesday, the third day of July, 1923.

The Transfer Books of the Corporation will be closed from Saturday, the sixteenth day of June, until Saturday, the thirtieth day of June, both days inclusive.

By Order of the Board of Directors.
A. D. LANGMUIR,
General Manager.

Toronto, May 29, 1923.

Southern Canada Power Company, Limited

Dividend Notice

A dividend of one and one-half per cent. (1½%) on the PREFERRED STOCK of SOUTHERN CANADA POWER COMPANY, LIMITED, has been declared for the quarter ending June 30th, 1923, payable July 15th, 1923, to shareholders of record June 30th, 1923.

By Order of the Board,
L. C. HASKELL,
Secretary-Treasurer.

Montreal, May 17th, 1923
Dividend No. 14.

NIPISSING MINES COMPANY, LTD.

Head Office, Toronto, Can.,
June 6, 1923.

The Board of Directors has today declared a Quarterly Dividend of THREE PER CENT., payable July 20th, 1923, to shareholders of record, June 30, 1923. Transfer books close June 30, 1923, and reopen July 18, 1923.

P. C. PFEIFFER, Treasurer.

Canadian Locomotive Company, Limited

DIVIDEND No. 46

Notice is hereby given that quarterly dividends of one and three-quarter per cent. on the Preferred and one per cent. on the Common were to-day declared payable July 1, 1923, to shareholders of record, June 20, 1923.

WM. HARTY, Jr.,
Secretary.

Kingston, Ont., June 9, 1923.

CREDIT-CANADA, LIMITEE

NOTICE is hereby given that a dividend of 2 per cent. being at the rate of 8 per cent. per annum, on the paid-up Preferred Stock of this institution has been declared for the current quarter, payable on and after Friday, June 15 next, to shareholders of record May 31, 1923.

By Order of the Board,
LUC ROCHEFORT,
General Manager.

Montreal, 8th June, 1923.

THE MONTREAL CITY AND DISTRICT SAVINGS BANK

Notice is hereby given that a dividend of two dollars and fifty cents per share has been declared on the Capital Stock, called and up of this Bank, and will be payable at its Head Office, in this city, on and after Tuesday, July 3rd next, to shareholders of record, Friday, June 15th next, at three o'clock p.m.

By order of the Board,
A. P. LESPERANCE,
General Manager.

Montreal, May 28th, 1923.

TOWN OF HAWKESBURY

Consolidated Redemption

BONDS

6% - 20-year

Annual Installment Serial

Tenders will be received until Wednesday, the 27th day of June, 1923, at eight o'clock p.m., for the purchase of $19,043.03, bearing 6% interest yearly during the next twenty years in serial installment bonds. The right is reserved to accept any or none of the tenders.

J. O. BERTRAND,
Clerk-Treasurer.

Tenders will be received up to June 21st, 1923, for $59,962.00 6%, 20-year Local Improvement Debentures of Town of Fort Frances, Ont.

H. E. MARR,
Treasurer

The Toronto Mortgage Company

Quarterly Dividend

Notice is hereby given that a dividend of two and one-half per cent., being at the rate of ten per cent. per annum, upon the paid-up Capital Stock of this Company, has been declared for the current quarter, and that the same will be payable on and after

July 3rd, 1923,

to shareholders of record on the books of the Company at the close of business on 15th instant.

By order of the Board.
WALTER GILLESPIE,
Manager.

The Dominion Bank

Notice is hereby given that a Dividend of 3 per cent. upon the paid-up Capital Stock of this Institution has been declared for the quarter ending 30th June, 1923, being at the rate of twelve per cent. per annum, and that the same will be payable at the Head Office of the Bank and its Branches on and after Tuesday, the 3rd day of July, 1923, to shareholders of record of the 20th June, 1923.

By Order of the Board,
C. A. BOGERT,
General Manager.

Toronto, 25th May, 1923.

DOMINION TEXTILE COMPANY, LIMITED

NOTICE OF DIVIDEND

A dividend of one and three-quarters per cent. (1¾%) on the Preferred Stock of DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 30th June, 1923, payable July 16th, to shareholders of record June 30th.

By order of the Board,
JAS. H. WEBB,
Secretary-Treasurer.

Montreal, 1st June, 1923.

ONTARIO

TENDERS FOR PULPWOOD AND PINE LIMIT

Tenders will be received by the undersigned up to and including the 22nd day of June, 1923, for the right to cut pulpwood and timber on a certain area situated in the watershed of the Trout and Chapleau Rivers, in the district of Sudbury, comprising an area of 1,049 square miles.

Tenderers shall state the amount per cord on pulpwood that they are prepared to pay as a bonus, in addition to dues of 80 cents per cord for spruce, and 40 cents per cord for other pulpwoods, or such other rates as may from time to time be fixed by the Lieutenant-Governor-in-Council for the right to operate a Kraft pulp mill and a paper mill.

Tenderers shall also be required to say what they are prepared to pay per thousand feet board measure for the following classes of timber, over and above the upset prices in addition to Crown dues:

Red and white pine, upset price ....$6.00 per M. ft. B. M.
Spruce (too large for pulpwood) .. .. 5.00 per M. ft. B. M.
Jackpine (banksian)..... 2.50 per M. ft. B. M.

The Crown dues on pine, including jackpine, being $2.50, and on spruce $2.00 per M. ft. B.M., or such other rates as may from time to time be fixed by the Lieutenant-Governor-in-Council.

The successful tenderer shall be required to erect a mill or mills within the limit, or at some point in Ontario approved by the Minister, and to manufacture the wood into Kraft pulp, and also such portion thereof into Kraft paper when required so to do.

Parties making tender will be required to deposit with their tender a marked cheque payable to the Honourable the Treasurer of the Province of Ontario, for fifty thousand dollars ($50,000), which amount will be forfeited in the event of the successful tenderer not entering into agreement to carry out conditions, etc.

The said $50,000 shall remain on deposit until the Kraft pulp mill, as provided by terms and conditions of sale, is erected and in operation. Any timber cut in the meantime shall be subject to payment of dues and bonus as accounts for same are rendered. After the said pulp mill is erected and in operation the deposit of $50,000 may be applied on account of bonus dues as they accrue, but the regulation dues as mentioned above shall be paid in the usual manner as returns for cutting of wood and timber are received and accounts rendered.

The highest or any tender not necessarily accepted.

For particulars as to description of territory, capital to be invested, etc., apply to the undersigned.

All tenders should be enclosed in sealed envelopes and marked plainly on outside "Tender for Trout-Chapleau Pulp and Timber Limit."

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto, April 16, 1923.

N.B.—No unauthorized publication of this notice will be paid for.